

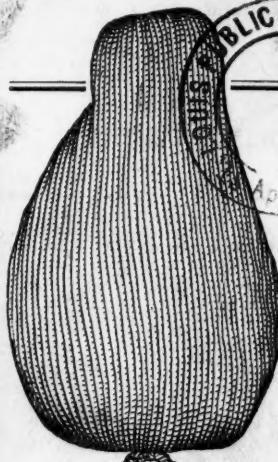
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 85

JULY 15, 1931

Number 4



HAM BAGS

The World's Supply

Produced by

ADLER and Sold

by CAHN!

An imposing preponderance of all the ham bags used in the world are sold by Cahn and produced by Adler. So definite is this leadership that second place is not even close. We have no monopoly so there must be a reason. Buy your ham bags—all your Stockinette—from Cahn. It will pay you.

STOCKINETTES

for

BEEF—BEEF CUTS—SHEEP

LAMB—CALF—VEAL CUTS—OFFAL

HAMS—CALI—PICNICS—BUTTS

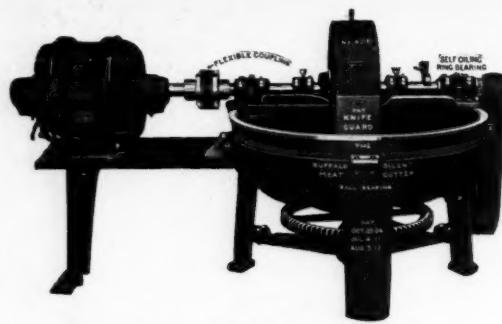
CANADIAN BACKS—FRANK BAGS

fred cahn
INC.
222 W. Adams St.
STOCKINETTE TUBING KNITTED FABRICS
CHICAGO

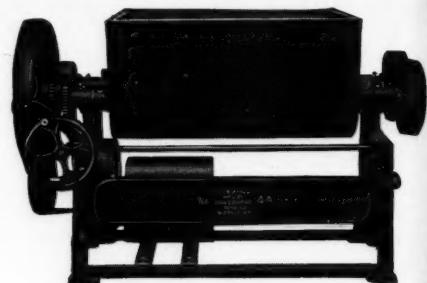
Selling Agent

THE ADLER COMPANY

The World's Largest Knitters of Stockinette Fabrics



"BUFFALO" Silent Cutter
Made in 7 sizes—for motor or pulley



"BUFFALO" Mixer

A necessary machine to give the meat a uniform, thorough mixing.

QUALITY MACHINES —for making QUALITY SAUSAGE!

USING the same meat, cure, seasoning, smoking and cooking, "BUFFALO" machines will turn out a far SUPERIOR PRODUCT, and show you GREATER PROFITS than any combination of machines made today!



"BUFFALO" Air Stuffer
Equipped with patented leakproof SUPERIOR piston

The leaders of the industry today are "BUFFALO" users. Their orders and REORDERS are the most positive endorsement of the superiority of the "BUFFALO".



"BUFFALO" Grinder
Built especially for producing the finest quality of pork sausage; also used for grinding fat.

*It will pay you to investigate this improved line of
QUALITY SAUSAGE Machines*

JOHN E. SMITH'S SONS CO., BUFFALO, N. Y., U. S. A.

BRANCHES: Chicago, Ill.

London, Eng.

Melbourne, Australia

H.P.S. NEWS

C. CARR SHERMAN, Editor

VOL. 2

JULY 25, 1931

No. 13



Edwin C. Andrews

Once upon a time there was a banker who, through force of circumstances, became the head of a meat packing company. He called himself a "pencil packer." He did not pretend to know how to run the plant, but he did insist that the men under him sell their product for something more than cost. Needless to say he was a success.

Many years later, in another part of the country, a Yale law graduate who had successively—and successfully—assumed executive responsibilities for a steamship company and a big industrial concern, found himself with a meat packing enterprise on his hands. Strangely enough, though he had never heard of the "pencil packer," he had the same idea.

"Boys," said he to the able staff, "go ahead and run the plant. Kill as many hogs as you like—as long as you get a little more for the product than it costs you."

That was the only rule he imposed, and it worked like a charm. He has one of the most faithful, hustling, enthusiastic organizations in the industry. His name is Edwin C. Andrews, and he is president of the Jacob Dold Packing Company, with headquarters at Buffalo, N. Y., plants at Buffalo, Omaha, Neb., and Wichita, Kan., and

branches all over the country. He is a director of the Institute of American Meat Packers, and a supporter of all the forward-looking efforts of the Institute and the industry, just as you might expect him to be.

Are You Eligible for Number Three?

Every year the Institute of American Meat Packers conducts a Prize Idea Contest. If you can answer yes to any of these five questions, you're eligible:

1. Made any improvements on packinghouse machines?
2. Adapted to packinghouse use machines used in other industries?
3. Improved the quality or appearance of product through new methods?
4. Improved arrangement of machinery in any department?
5. Designed any safety devices?

Now, take that Number 3. H. P. S. White Oiled Loin Paper isn't exactly a "new method"; but if you've recently adopted this paper for the protection of your fresh pork cuts, you certainly have improved both the quality and appearance of your meats. Because H. P. S. White Oiled Loin Paper permits the meat to *breathe*, allowing the meat to reach the market fresh and without sweat.

Let's Plant Some Swiss Propaganda!

Over in Switzerland the folks eat on an average of 26.4 pounds of cheese per person yearly.

That's just about 500 per cent more than the average in this country, where it's only 4.2 pounds.

Well, as the great advertising nation we've taught our people to brush their teeth twice daily, to keep a weather eye out for halitosis, to wear spats and eat alphabetical vitamins.

So why not a cooperative advertising campaign on cheese and get our quota up to what it is in the old camping ground of William Tell?

We've done harder things than that.

Painless Oblivion!

Cudahy Brothers electrocute cattle now, at the new plant at Cudahy, near Milwaukee, instead of using the customary hammer. According to the U. S. Department of Agriculture the new method is not only more humane, but results in better meat.

Your Pork Loins MUST Breathe—

Two Papers Make This Possible

Fresh pork cuts *must* breathe through the paper in which they're wrapped. This is absolutely necessary in order to protect both appearance and quality.

And while we manufacture waxed paper, we do not recommend it for wrapping pork loins, since wax closes the paper's pores, sealing the meat against necessary breathing.

There are two papers on the market which very satisfactorily permit breathing—

H. P. S. White Oiled
Loin Paper

H. P. S. Packers Oiled
Manila

Each sheet is designed for utmost protection—each prevents sweating, by permitting the breathing so necessary to fresh pork cuts.

May we send you generous samples of either—or both—with which to make your own practical tests?

H. P. SMITH PAPER COMPANY

H. P. S. Waxed and Oiled Packers Papers

1130 WEST 37th STREET

CHICAGO, ILL.

Armour's ANHYDROUS AMMONIA

QUALITY is the first consideration in buying Ammonia—

Next in importance is SERVICE.

Many convenient stock points enable our customers to get Ammonia quickly when it is needed.

We guarantee our Anhydrous Ammonia to be free from moisture and impurities that prevent maintenance of desired low temperatures, and sell subject to consumer's test before attaching cylinder to machine.

You want and need the Best Ammonia. We have it! Stocks of 50-lb., 100-lb. and 150-lb., cylinders carried in all large distributing centers.

Armour Ammonia Works

Owned and Operated by

ARMOUR AND COMPANY
GENERAL OFFICES, CHICAGO

Armour's Anhydrous Ammonia—Pure, Dry and Volatile!

*Send Your Orders to Armour and Company Branch
Located in Your Vicinity, or to Main Office, Chicago, Ill.*

10,000,000

TONS AND TONS OF

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 85. No. 4

JULY 25, 1931

Chicago and New York

Sausage Sales Are Better Where Good Merchandising Methods Are Maintained

Summary of a sausage trade survey made by THE NATIONAL PROVISIONER.

A good man can take a lot of punishment, and still come back for more.

It's that way with sausage.

When you make it right you can get the price for it. It is the meat plant's readiest profit-maker.

But when you run after volume at a price you start a stampede that harms both you and your competitors.

This has been done time and again in the meat business. Each time "cheap" sausage and cut-throat competition killed the demand. And each time sausage "came back" when the trade gave it a chance.

Sausage Trade Shows Gain

That seems to be the story again this year. After an orgy of price-cutting and poor product the sausage trade again shows signs of reforming. And as it does so, trade picks up.

Sausage sales in territory east of the Mississippi River showed an upward trend during June and the early days of July. Producers reported a generally better feeling in the market for this product.

In some cases the volume of business showed a marked improvement over June a year ago, and in most instances improved sales over preceding months.

These facts were brought out as the result of a brief survey of sausage sales just made by THE NATIONAL PROVISIONER.

This survey showed that the average

of sales during the first half of the year for the firms reporting was 6.15 per cent less than in the same period of 1930. Declines ranged from a low of 5 per cent to a high of 29 per cent.

What the Figures Show.

On the other hand, sales gains for the period were shown ranging from a low of 15.1 per cent in the case of one firm to a high of 30 per cent in another.

One firm showed a gain of 29.48 per cent in volume for the half year, another of 30 per cent and a third of 15.1 per cent. Such gains as were made by other firms were small.

Practically all firms reporting showed diminishing losses during June. One firm which had a gain of 15.1 per cent for the six-months period showed a June gain of 42.8 per cent over June, 1930. The gain of another company for June over the previous June was 32.5 per cent, another 25 per cent and still another 2 per cent.

In Chicago, where a campaign to in-

crease sausage consumption has been under way for some weeks, a distinct improvement is reported. One sausage manufacturer is quoted as saying he couldn't believe his eyes when he looked at his improved sales figures.

However, no Chicago results are included in this survey by THE NATIONAL PROVISIONER. A check-up on the effects of the Chicago sausage campaign will be made later by those in charge of this campaign.

Quality Is the Best Asset.

Low-grade sausage production and cut-throat competition are generally deplored by the firms reporting. Quality as an asset in building a lasting, profitable business is regarded as indispensable.

In one section where a great deal of cheap sausage has been sold the report comes that "There are indications that the public will come back to the realization that better goods are the best and cheapest in the end."

Another manufacturer says that through advertising the housewife is being educated to the fact that when she buys cheap sausage she gets just what she pays for. This company's slogan is "stick to quality," and this has been adopted in the belief that the concerns that do so will be enjoying a profitable business long after the manufacturer of cheap product is out of business.

Moving farther west, another producer says, "When all sausagemakers realize the damage poor sausage does to the business, they will discontinue its manufacture."

These are only a few of the salient



MAKE RIGHT AND MAKE MONEY.

statements regarding quality maintenance universally expressed. Fortunately the makers of low-grade sausage are in the minority, and it is a rapidly dwindling minority. Either they realize the fallacy of the policy and turn to the manufacture of standard product, or they go out of business entirely.

Results of Cut-Throat Campaign.

Commenting on conditions in an Eastern section, a leader in the sausage business in that locality writes:

"Like many other sections of the country we have suffered from cut prices, and possibly even a little more than many other cities. Unfortunately what should have been a normal reduction in prices has developed into a personal knock-down and drag-out fight between three or four local manufacturers.

"Naturally the bystander has felt some of the effects of this fight. What might have been a fair reduction in price, due to the decrease in cost, has developed into a race to see how cheap sausage can be made. The final result has been the PURCHASE by customers instead of the SALE of goods.

"In spite of this, there are indications that the public will come back to the realization that better goods are the best and cheapest in the end. *We have kept out of this fight, maintaining our usual quality and asking a fair price.*

"These last few weeks our business has increased but we are not quite up to last summer's volume. Just how soon this cut-price situation will change no one can tell. It seems to be a disease that has to run its course."

Low Cost Meats Hurt Trade.

Another sausage manufacturer in a different section of the East, who reports decreased volume but a generally satisfactory business in the face of curtailed buying power, says:

"Our sausage business has not been

Sausage Campaign Ammunition

Plans for the Chicago sausage campaign could be used by the trade in any part of the country desiring to boost sausage sales.

These plans were fully reported in THE NATIONAL PROVISIONER of May 30. Reprints of this 4-page story may be obtained by any firm or any group of firms desiring to use them in stimulating sausage trade.

Orders may be placed with the Chicago Meat Council, 31 East Congress St., Chicago, or THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, for 500 lots at the rate of 10c each. Larger orders, special price. Orders should be placed at once.

as good as last year, although we have noticed a considerable increase within the past four weeks, and expect that our business will soon show quite a little ahead of 1930."

This manufacturer attributes the decrease in volume to the large quantities of low-costing pork and beef available, and to the fact that cheap sausage has hurt the business somewhat.

"Frankfurters are offered in our territory as low as 10c per pound whole sale, and are retailing at two pounds for a quarter. Anyone who knows anything about the meat business realizes what must be used in the manufacture of a frankfurter to sell for this price. It is certainly the quickest way to ruin the sausage business that we know of.

10c Franks vs. 25c Franks.

"We have maintained the high quality of our sausage products, using only full carcass bull beef and pork trimmings out of hogs slaughtered in our own plant. *We are selling our best*

frankfurters at 25c per pound wholesale and other products proportionately.

"Our sausage business has shown less decrease than the rate for the country as a whole, so we feel that we are on the right track. People want good quality sausage products and they are willing to pay a fair price for them.

"In our advertising we try to explain to the housewife that when she goes out to buy pork chops or steaks or some other cut of meat, she expects to pay a fair price, and this meat costs more per pound than a pound of quality frankfurters, and there is no reason why she should go out and see how low she can buy frankfurters.

"We tell them that when they buy cheap frankfurters they get just what they pay for.

"Many of the dealers selling these cheap franks admit that they don't serve them on their own tables!

Keeping Up the Quality.

"We believe that sticking to quality and telling the consuming public about the quality of the product will put the manufacturer of good sausage products on a sound basis, and that he will be doing business when the manufacturer of the cheap products is out of business."

In another territory, where a manufacturer was fortunate enough to enjoy a very nice increase in business, not only for the six months period but a marked increase for June, says:

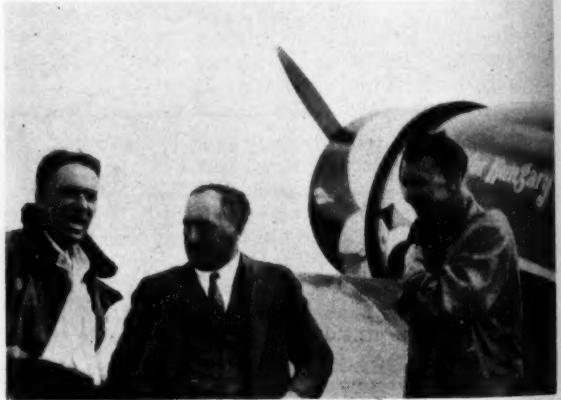
"We have tried to hold up the quality of our sausage and make nothing but a pure meat product. We have succeeded fairly well. We have had to make a small percentage of smoked sausage to which we have added cereal for certain classes of our trade that demands a grade just a little lower than our usual branded product. But we have not resorted to the making of 'cheap' sausage, and when all sausagemakers come to realize the damage it does to the business they will discontinue the manufacture of it."



BACKED A TRANS-ATLANTIC FLIGHT WITH PROFITS FROM QUALITY SAUSAGE.

Left.—Plant and offices of the Flint Sausage Works, Flint, Mich.

Right.—The flyers and their backer (left to right): Alexander Magyar, navigator; Emil I. Salay, sausage manufacturer and backer of the flight; George Andres, pilot; the plane which made the flight, named "Justice to Hungary."



Dry Sausage is Next in Line for Featuring In Chicago Sausage Campaign

Dry sausage takes the center of the stage next week in the Chicago sausage campaign.

Frankfurters, liver sausage, cooked ham and luncheon specialty had their turn, each for two weeks. Now comes that Continental delicacy, dry sausage.

New window streamers and truck signs featuring dry sausage will appear on Monday morning, July 27, to open the fifth period in the sausage advertising campaign being conducted by the Meat Council of Chicago.

The sausage business continues excellent, according to various manufacturers, all of whom are looking forward to a substantial increase in sales of dry sausage during the next few weeks.

Five hundred thousand recipe slips, dealing with the merits of dry sausage and giving receipts for its use, will be placed in the hands of five thousand dealers for distribution by them to their customers.

Tell Consumers About It.

As there are a number of kinds of dry sausage, the retailer will find that this campaign will be of an educational as well as an advertising nature. Too few American housewives know of the different kinds of dry sausage, each with its own distinctive flavor. Too few women know of the many ways in which these delicacies may be prepared.

The good retail meat salesman has learned that it is part of his job to know how meats are cooked, and he should be able to offer suggestions along this line. It is especially urged upon retailers that they teach the American-born citizens of Chicago of the deliciousness of dry sausage. Most Americans of foreign extraction are familiar with some form of dry sausage.

Owing to the fact that the campaigns to date have been only fourteen instead of fifteen days long, it has been suggested that one of the campaigns run for a period of three weeks instead of two. It has not yet been definitely decided which sausage will be featured for three weeks.

Try It in Smaller Town.

With three or four different kinds of advertising media in use in most of the five thousand retail meat outlets in the Chicago area, the Meat Council of Chicago has faced a highly complicated task in judging the advertising power of the sausage campaign material. However, officials of the Council have given permission to E. J. Sauerbreit, a manufacturer of sausage in

Fond du Lac, Wisc., to use some of the sausage advertising material in a test campaign to be conducted in the Fond du Lac area.

In a smaller town there will not be so many factors which may modify the real success of the campaign, and it is hoped that a fairly accurate conclusion for future use may be drawn after the Fond du Lac company has used the campaign material.

Next week a small-scale survey will be made of Chicago retail outlets participating in the campaign to obtain

gary" airplane flight, is at present enjoying the plaudits of his former countrymen in Budapest, Hungary. Mr. Salay left for his former home in time to be on hand when the aviators, Capt. George Andres and Capt. Alexander Magyar, should arrive from their overseas flight. They took off from Harbor Grace, N. F., and landed within 20 miles of Budapest after being in the air for 26 hours, 7 minutes.

Although Mr. Salay has made his home in America for many years, he has always held a soft spot in his heart for the fatherland. In financing the flight he was merely fulfilling a promise to himself of many years standing to do something for the country that gave him birth.

An Economical Delicacy Dry Sausage Try Some Today

SAMPLE OF WINDOW STREAMER FOR SAUSAGE CAMPAIGN.

the retail merchants' reactions on the campaign. Retailers should be able to tell to what extent customers are noticing the advertising material, and whether they are buying more sausage as a result of it. A number of stores probably will be surveyed on the West, South and North Sides of Chicago.

"Selling More Sausage," is the title of a booklet prepared for this campaign. The chapter on "Sausage Displays" will be found on page 52 of the Retail Section of this issue of THE NATIONAL PROVISIONER.

SAUSAGEMAKER BACKS FLIGHT.

Basking in the spotlight of international interest, Emil I. Salay, proprietor of the Flint Sausage Works, Inc., Flint, Mich., and financial angel for the successful 3,600 mile "Justice for Hun-

Until he met the two fliers, also countrymen of his, in Detroit about a year ago, the opportunity to carry out his long cherished wish had not presented itself. Now, in view of the successful outcome of the flight, he is thoroughly happy and will be able to enjoy his vacation abroad vastly more than had he not made the effort.

As might be expected of such a man, he is a successful sausage manufacturer. The large sum necessary to finance this long-distance flight was made from the manufacture and merchandising of strictly quality sausage products. The Flint Sausage Works, as the picture on page 20 indicates, is a substantial concern. Mr. Salay believes in being up-to-date, and is a regular reader of THE NATIONAL PROVISIONER and a subscriber to the DAILY MARKET SERVICE.

Sausage Campaign Calendar

July 27-August 8.

DRY SAUSAGE.—Plans for this campaign are similar to those for the others, including distribution of leaflets, window streamers, etc.

The Chicago Sausage Campaign continues through October, featuring other sausage and meat specialties such as Liver Sausage, Cooked Ham, Luncheon Specialty, Dry Sausage, Frankfurters (second time), Bologna, Minced Luncheon Specialty, Head Cheese, Blood Sausage, Souse, etc., and Pork Sausage.

Watch the pages of THE NATIONAL PROVISIONER for details.

CHEESE DUTIES UNCHANGED.

Import duties on cheese have been under consideration by the U. S. tariff commission, with the result that no change will be made at the present time. The commission pointed out that "of the 23,600,000 lbs. of imported cheese, except Emmenthaler, entered at New York for the year ended June 30, 1929, a total of 19,600,000 lbs., or about 80 per cent, were of types not produced in the United States."

Tentative Standards for Classes and Grades of Kip and Calfskins

Tentative standards for market classes and grades of kip and calfskins, the result of research and conferences with various branches of the livestock, meat, hide and leather industries, have been issued by the U. S. Bureau of Agricultural Economics. According to a bulletin issued recently by the bureau, these have been drawn to conform to trading practices in these industries.

The use of the standards are permissive, and the bureau is asking the various industries interested for suggestions and criticism so that when the standards are issued in final form they may represent the experience and best judgment of the industries.

These tentative market classes and grades of kip and calfskins follow:

Definitions.

A kip or calfskin is the external integument or covering of a young bovine animal's body. It is supplied with hair, fibers, muscles, follicles, glands, nerves and blood vessels.

It consists of two layers, an outer layer of epithelial tissue, the epidermis, hereafter referred to as the grain, and a thicker layer of derma or corium, consisting of connective and other tissues. A kip or calfskin varies in thickness according to the age, sex, and the care and feed the animal received which produced it.

The difference between a kip and a calfskin is simply a matter of weight.

A kip weighs from 15 to 25 lbs. untrimmed and 12 to 25 lbs. trimmed. Trimmed kips are divided into two weight groups: 12 to 17 lbs. (light) and 17 to 25 lbs. (heavy).

A calfskin weighs up to 15 lbs. untrimmed and 12 lbs. trimmed.

Untrimmed calfskins are divided into five weight groups: Under 7 lbs., 7 to 8 lbs., 8 to 10 lbs., 10 to 15 lbs., or 8 to 15 lbs.

Trimmed calfskins are divided into five weight groups: Under 4 lbs., 4 to 5 lbs., 5 to 7 lbs., 7 to 9 lbs., 9 to 12 lbs.

Slunks are skins from immature or stillborn calves and are divided into two classes: Regular or hair slunks, and hairless slunks.

Kinds of Kips and Calfskins.

Kips and calfskins are divided into three kinds: Veal, buttermilk and grassers. In some sections grassers are referred to as runners.

A veal kip or calfskin is the skin

of a bovine animal which had been fed on whole milk or some diet which produced equivalent results in the skin. It has short, fine hair and a smooth grain.

A buttermilk kip or calfskin is the skin of a bovine animal which was fed a diet other than whole milk, but had not been fed on grass. It has moderately long, coarse hair and a moderately rough grain.

A grass kip or calfskin is the skin of a bovine animal which was allowed to graze on pasture. It has long, coarse hair and a rough grain. A grass kip has many characteristics in common with cattle hides.

Cure, Condition and Tare.

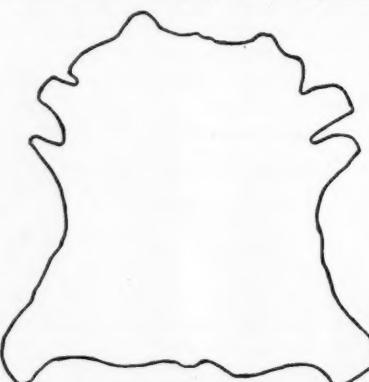
Kip and calfskins should lie in salt 30 days after the pack is closed to insure proper and adequate curing. Established trade practices require that kips and calfskins be properly banked before delivery and that they be free from skulls, horns, tail bones, udders, sinews, dewclaws, manure, excessive salt, excessive meat, excessive moisture, or any other foreign matter of any character which will add to their normal weight or will reduce unduly the final leather yield.

Proper tare is to be allowed in all cases for excessive salt, excessive moisture or any or all of the items listed above.

Classifications.

Class A.—A Class A kip or calfskin is one which was salted with new, clean G. A. evaporated salt, properly bled and is free from stains or discolorations.

Class B.—A Class B kip or calfskin is one which was salted with new, clean



A GOOD CALFSKIN PATTERN.
A No. 1 grade kip or calfskin is one free from cuts, holes, scores, gouges or no area affected by rubs, drags or scratches where grain is damaged. It is not infested by grubs, scab, mange, sores, lice, warts, worms or bugs. The pattern must be regular.

G. A. evaporated salt but was not properly bled and/or shows some blood stains on the flesh side.

Class C.—A Class C kip or calfskin is one which was salted with used or dirty salt or salt more finely ground or of lower grade than G. A. evaporated; or one which was pickled or re-salted.

Class D.—A Class D kip or calfskin is one which shows salt stains or grain slip or has been heated and/or shows evidence of bacterial action.

Grades.

No. 1—A No. 1 grade kip or calfskin is one which is free from cuts, holes, scores, gouges or no area affected by rubs, drags, scratches where grain is damaged. It is not infested by grubs, scab, mange, sores, lice, warts, worms or bugs. Regular pattern.

No. 2—A No. 2 grade kip or calfskin is one which possesses not more than four cuts, holes, scores, gouges, grubs or warts or a combination of not more than four cuts, holes, scores or gouges. It has a rubbed, dragged, scratched, scabby, mangy, lousy or sore area or areas affecting not more than 10 square inches where the grain is damaged. Such a kip or calfskin is not infested by bugs or worms. Irregular pattern.

No. 3—A No. 3 grade kip or calfskin is one which is branded and/or possesses more than four but not more than 10 cuts, holes, scores, gouges, grubs or warts or a combination of not more than 10 cuts, holes, scores or gouges. It has a rubbed, dragged, scratched, scabby, mangy, lousy or sore area or areas affecting not more than one-third of the kip or calfskin where grain is damaged. It is not infested by bugs or worms.

No. 4—A Class A, B or C No. 4 grade kip or calfskin is one which has more than ten of the defects mentioned in Grade 3. A Class D No. 4 grade kip or calfskin is one which has more than ten of the defects mentioned in Grade 3 and/or is infested by bugs or worms.

ARGENTINE FROZEN MEATS.

Exports of chilled and frozen meat from the Argentine during January to May, 1931, totaled 146,277 tons of chilled beef, compared with 141,223 in the same period of 1930; 43,688 tons of frozen beef, compared with 49,643 in the earlier period; 38,710 tons of frozen mutton, 1,691 tons of frozen pork, 13,061 tons of sausage casings, 20,906 tons of preserved meat, 1,114 tons of salted beef and 265 tons of pork products. The last six items, excepting salted beef, were in excess of the 1930 period, salted beef being 103 tons less.

Meat Plant Engineer Forecasts New Features in Plant Design

"What's new in meat plant design?"

This question was put recently to the designing engineer in one of the large Chicago meat packing plants, whose business it is to know these things. He is expected not only to be in touch with present trends, but also to forecast from these the probable trends of the future.

"Radical changes do not occur in the meat industry except occasionally," he said. "Startling discoveries come but rarely. Our progress has been one of slow growth, rather of evolution. We build slowly but we try to build well."

Trend Toward Refinements.

"So far as new plant design is concerned, we expect to see more changes

the investment for things that aid not a bit in increasing production or cutting costs?"

"Now we engineers and most packers believe glazed walls and other aids to cleanliness to be good investments. Tile floors, rounded corners at wall, floor and ceiling lines, aluminum paints, enamels, wall finishes that will stand washing down with a hose, adequate light in stairways and other naturally dark places make it simpler and easier to keep a plant spotlessly clean—and much less costly. These things are now believed to increase production and cut costs. The new plants are particular to include them in the designs and specifications.

Air Conditioning Being Studied.

"And many other refinements are being installed in the new plants. Air conditioning and cooling in the various departments are being studied and their

this laboratory control. There are problems of processing and manufacture that might receive more profitable attention from more scientific workers. In the plant of the near future better equipped laboratories will be the rule, we believe.

"And the average packer is now less disposed than formerly to leave it to the consumer to discover the best ways of utilizing meat plant products in the home. This is being done for her in meat plant test kitchens. The one in charge of such a kitchen is also available to women's clubs and other gatherings that care to listen to discussions on domestic science problems. Both the plant laboratory and the test kitchen, in addition to collecting valuable information for use in processing and manufacturing, can also be made decided assets in the merchandising plan and valuable aids in winning customer acceptance or products and building good will.

Absences Increase Production Costs.

"First aid rooms for the prompt treatment of minor injuries are now features in most meat plants. They pay their way by reducing lost time on the part of the workers. Their gradual expansion into dispensaries seems probable in many plants. It has already occurred in some. Here the employees will be given periodic health examinations and advice on how to prevent sickness.

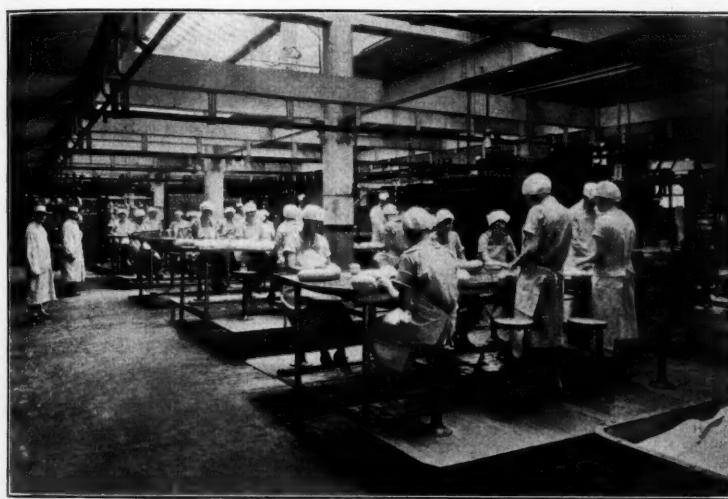
"This is a humanitarian move, but it extends further. Accidents and sickness are not only expensive for the employee but costly to the plant. When absences are numerous production falls off and unit production costs increase. It costs money to teach an employee his work. When a substitute or an untrained worker must take his place damage and spoilage increase and production slumps.

"Lunch rooms, rest rooms, and cafeterias where good, nourishing food are served to employees at reasonable cost and under clean, pleasant surroundings are out of the novelty stage.

Plant Attractive to Workers.

"The new meat plant of today is an altogether different proposition than the ago. The new plant of a few years one designed and built even a few years hence will be much more efficient than most plants that are being built today. The change will be noticeable in major features, of course, but what might be called the trimmings may be the most important single factor in this greater efficiency. This is a point the meat packer who is considering the erection of a new plant might well bear in mind.

"And these features will be more than ornaments, much as they might appear in this class at the present time. Among the other things, they will attract the better workers, a feature in future competition no packer can afford to overlook."



MODERN PLANT WORK-ROOMS ARE BRIGHT AND AIRY.

Good working conditions are aids to better labor efficiency and better products. They help to reduce waste and spoilage. In the design of new plants good light and ventilation in workrooms are being secured by placing workrooms along outside walls, with coolers on the inside. Positive ventilation and air conditioning are also being given more consideration.

along lines of refinement than radical departures from what are now considered fundamentals. Conveyors probably will come into more extensive use; more attention is being given to securing better light and ventilation, and the features that might be called the indirect aids to production are going to be emphasized more.

"The first packer to build a plant with glazed interior walls may have been looked upon as having more money than he knew what to do with or not just right in the head. 'Pretty! Yes,' the old timers said, 'but why increase

value in the meat plant are being weighed against investment and operating costs. The evidence is that they will be profitable. They would improve working conditions which in turn should increase production. The product could be kept in better condition during processing. This would reduce spoilage and increase the chances for better quality.

"Laboratories for the control of plant methods and processes are not new. But the trend seems to be to increase the responsibilities now placed on the research departments, and to extend

Baiting Chain Stores

INDIANA CHAIN TAX REVIEW.

Chain store interests in New York and Indiana are seeking to obtain a review of the Indiana chain store tax decision recently held constitutional by the Supreme Court of the United States. Collection of the tax has been halted by the state board of tax commissioners in the meantime. The Supreme Court also has agreed to withhold the mandate enforcing the decree until next fall. It is thought that attorneys for the Indiana chains will seek to appear before the Supreme Court next fall at the same time the North Carolina and Mississippi cases are brought up in an endeavor to get some uniformity of ruling by the court on all three reviews.

TENN. WANTS CHAIN TAX.

Tennessee's legislature is considering the passage of a chain store tax similar to that of Indiana. The license fees prescribed by the Tennessee law are as follows: Chains having one store in the state, \$3; two stores or more, but not more than five stores, \$10; each store in excess of five stores, but not to exceed ten stores, \$15; each store in excess of ten, but not exceeding twenty, \$20; each store in excess of twenty, \$25. Bills from both the house and senate are in the hands of the finance committee.

ALABAMA CHAIN TAX.

A bill placing a graduated tax on chain stores, operative Oct. 1, has been passed by the Alabama legislature. The measure provides that any person, firm or corporation operating a single store pay a special license of \$1; two to five stores, \$10 a store over one; each additional store up to 10, \$15; each store from 10 to 20, \$25; each store over 20, \$75. This bill is more stringent than the Indiana law, which provides maximum fee of \$25, and which has been held constitutional by the United States Supreme Court.

CALIFORNIA'S PRICE LAW.

The new California law designed to prevent chain stores from entering into competition with independent dealers has received the signature of the governor. This measure makes it illegal for merchants to grant price discriminations between different sections when the difference in price is not based upon a difference in the quality of the goods, the quantity sold or the cost of transportation. The bill was supported by the independent dealer organizations.

COOPERATIVE GROUP STUDY.

The first volume of the report on the chain store inquiry made by the Federal Trade Commission in compliance with a Senate resolution is expected to be ready for submittal to the commission at an early date. This will present a study of cooperative chains.

GENERAL FOODS EARNINGS.

General Foods Corporation reports June quarter earnings within one cent a share of the comparable period of 1930. Net income was \$4,638,959, or 87c per share on the 5,256,350 no par common shares outstanding. This compares with \$4,638,952 or 88c a share on 5,284,649 shares outstanding in the June quarter of 1930.

A comparison of the income account:

	Quarters ended June 30—	1931	1930
Total income...	\$ 5,244,093	\$ 5,270,586	
Net income....	4,595,059	4,638,952	
Earn a share...	\$0.87	\$0.88	
Six months ended June 30—			
	1931	1930	
Total income...	\$11,573,175	\$12,073,468	
Net income....	10,167,458	10,629,716	
Earn a share...	\$1.93	\$2.01	

BEECHNUT EARNINGS DOWN.

Beechnut Packing Co. for the six months ended June 30 last reports a profit of \$1,329,838, after charges but before federal taxes have been paid. This compares with \$1,438,814 earned in the corresponding period of 1930. Balance after allowing for estimated federal taxes and dividends on class A stock outstanding was \$1,172,970, equal to \$2.63 a share on 446,250 common shares, as against \$1,320,483 or \$2.96 a share in the first half of last year.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on July 22, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing prices on July 15, 1931, or nearest previous date:

	Sales.	High.	Low.	—Close—
Week ended	July 22.	July 22.	July 15.	
Amal. Leather.	400	24	24	24 2
Do. Pfd.	.....	.....	.....	20
Amer. H. & L.	400	61	61	61 6
Do. Pfd.	1,500	27 1/2	27 1/2	27 1/2 26 1/2
Amer. Stores.	100	41 1/2	41 1/2	41 1/2 40
Armour A.	3,600	2	2	2
Do. B.	1,800	1 1/2	1 1/2	1 1/2 1 1/2
Do. Del. Pfd.	200	14 1/2	14 1/2	14 1/2 14
Do. Del. Pfd.	300	48	48	48 49 1/2
Barnett Leather.	200	52 1/2	52 1/2	52 1/2 50
Beechnut Pack.	200	52 1/2	52 1/2	52 1/2 50
Bohach, H. C.	100	65	65	65 67 1/2
Do. Pfd.	.....	.....	.....	103
Brennan Pack.	.....	.....	.....	19
Do. Pfd.	.....	.....	.....	50
Chick C. Oil.	300	10 1/2	10 1/2	10 1/2 10
Childs Co.	600	21	20 1/2	20 1/2 21
Cudahy Pack.	1,600	41	41	41 41
First Nat. Strs.	1,700	55 1/2	54 1/2	54 1/2 53 1/2
Gen. Foods.	7,200	49 1/2	48 1/2	48 1/2 47 1/2
Gobel Co.	10,500	8 1/2	7 1/2	7 1/2 7 1/2
Grill & Lst Pfd.	30	120	120	120 121
Do. New.	10	203	201	203 195
Hormel, G. A.	.....	.....	.....	24
Hygrade Food.	1,200	41 1/2	41 1/2	41 1/2 41 1/2
Kroger G. & B.	31,000	31 1/2	29 1/2	30 1/2 28 1/2
Libby McNeill.	2,300	10 1/2	10 1/2	10 1/2 10 1/2
McMar Strs.	8,200	10 1/2	10 1/2	10 1/2 9 1/2
Mayer Oscar.	.....	.....	.....	5 1/2
Mickeyberry Co.	.....	.....	.....	8 1/2
M. & H. Pfd.	50	18	18	18 17
Morell & Co.	.....	.....	.....	40
Nat. Pd. Pd. A.	.....	.....	.....	7 1/2
Do. B.	.....	.....	.....	1
Nat. Leather.	.....	.....	.....	1
Nat. Tea.	1,100	15 1/2	15 1/2	15 1/2
Price's Gamble.	2,800	64 1/2	64 1/2	64 1/2 63 1/2
Do. Pr. Pfd.	20	110	110	110 110
Rath Pfd.	200	16 1/2	16 1/2	16 1/2 17 1/2
Safeway Strs.	5,800	59 1/2	57 1/2	57 1/2 51 1/2
Do. 6% Pfd.	90	93 1/2	93 1/2	93 1/2 92 1/2
Do. 7% Pfd.	180	106	105 1/2	106 108
Stahl Meyer.	.....	.....	.....	10 1/2
Swift & Co.	6,200	26	25 1/2	25 1/2 26 1/2
Do. Int'l.	2,350	34 1/2	34	34 33
Tranz Pork.	.....	.....	.....	14 1/2
U. S. Cold Stor.	.....	.....	.....	33 1/2
U. S. Leather.	1,800	7 1/2	7 1/2	7 1/2 6 1/2
Do. A.	600	13	13	13 11
Do. Pr. Pfd.	500	85 1/2	85	85 1/2 85
Wesson Oil.	700	20	20	20 19 1/2
Do. 7% Pfd.	.....	.....	.....	55
Wilson & Co.	.....	.....	.....	103 1/2
Do. A.	200	6	6	6 5 1/2
Do. Pfd.	200	32 1/2	32 1/2	32 1/2 33 1/2

NOTES OF "NEW COMPETITION."

Retail store sales of the Glidden Company for June, 1931, are reported as larger than for any other June in the company's history, the increases being general throughout the country.

Net profit of General Baking Co. for the twenty-seven weeks ended July 4 were \$2,762,237, after all charges including federal taxes. This compares with earnings of \$2,617,857 in the corresponding period of 1930.

Net earnings of Cream of Wheat Co. for the six months ended June 30 were \$804,623 after all charges including federal taxes. This is equivalent to \$1.34 a share on outstanding stock, compared with \$1.48 a share in the first half of 1930.

Establishment of General Foods Ltd., with divisional headquarters at Winnipeg, a Canadian affiliate of General Foods Corporation, will enable the more efficient distribution in Canada of General Foods products, as well as freeing certain items from the Canadian tariff rise.

Preliminary estimates of General Foods Corporation place the earnings of the company for the second quarter of 1931 at 88c a share, the same as those of a year ago. This would make the total for the first six months of the present year \$1.93 a share, compared with \$2.01 a share in the 1930 first half year.

United Biscuit Co. of America reports net profits of \$476,031 for the quarter ended June 30, 1931, after charges and federal taxes. After preferred dividend requirements, this is equal to 95c a share on common and compares with 73c a share in the previous quarter. For the same quarter of 1930 the earnings on common were 98c a share.

National Biscuit Co. reported a net profit of \$4,566,121 for the second quarter of the year, after all charges and taxes. This includes earnings of the Pacific Coast Biscuit Co. Profits for the half year, including those of the Pacific company, were \$9,406,791 which compare with earnings of \$10,036,757 in the same period of 1930.

FINANCIAL NOTES.

Trunz Pork Stores declared the regular quarterly dividend of 25c, payable Aug. 10 to stock of record July 31.

George A. Hormel & Co. has declared the regular quarterly dividend of 50c on its common stock and \$1.50 on the preferred, payable Aug. 15 to stock of record Aug. 1.

Trunz Pork Stores reported for the first six months of the year a profit of \$97,700 after charges and federal taxes equal to 98 cents a share on 100,000 shares of no-par common. This compares with \$110,838 or \$1.11 a share in the like period a year ago. Sales totaled \$2,388,203, against \$2,575,136. Tonnage sales show an increase of 15 per cent over the same period last year.

U. S. Leather Company reported for the first six months of this year a net loss of \$666,294 after charges and taxes, contrasted with a net profit of \$196,187, or \$1.34 a share on the 7 per cent prior preferred stock in the first half of 1930. There was a net loss in the June quarter of \$318,284, against net profit of \$19,859 in the same quarter last year, or 13 cents a share on the prior preferred stock.

EDITORIAL

Low Food Costs Should Mean Volume

Cost of living has been declining steadily for some time. This is particularly true of food. Figured for the United States as a whole, food prices are now only 18.3 per cent above 1914.

This, however, is not true of other necessities of life. Clothing, for example, is 46 per cent higher than in 1914, rent 42 per cent higher, fuel and light 65.4 per cent higher, house furnishing goods 77 per cent more, miscellaneous items of the Bureau of Labor index are 106.6 per cent more and the average of all items considered necessities of life is 50.3 per cent more.

Food, therefore, is the lowest priced of all necessities. Why this should be is difficult to interpret, except for the fact that food supplies have been plentiful, some abundant. However, labor costs involved in the preparation of food for the ultimate consumer are just as high as those forming a part of the cost of other necessities.

The low cost of food should indicate large volume and wide distribution. If this is true, it will be a particularly welcome fact in the meat industry, which is producing one of the cheapest foods, as regards appetite appeal and nutritive value.

Can We Change Consumer Steak Taste?

Belief among beef connoisseurs that cuts from older steers are better than those from baby beef has now been confirmed by experiment.

Work done at Iowa State College showed that cuts from two-year-old steers were juicier and more tender than those from yearlings, and that the latter were better than meat from calf carcasses. Texture of meat from younger animals was found finer than from the older, however.

The experiments also showed that to get the best roasts these should be chosen from steers at least 20 months old and preferably 30 months.

In spite of the overwhelming facts in favor of the heavier and older steers, they have been discriminated against on the market because of the size of steak or roast they produce. Most families appear to want the smaller cuts of meat, cuts that can be completely consumed at one meal. Consumers are not sufficiently educated to beef quality to adjust the size handicap to their needs.

This year there has been a plentiful supply of heavy-fed steers, but in most cases a sharp price discrimination has been placed against them

because the consumer outlet was not sufficient to absorb them at satisfactory price levels. Feed has been plentiful and cheap. Cattlemen have held their steers in the hope of improved markets.

At Chicago during June 71 per cent of the total supply of slaughter steers fell in the choice, prime and good grades. This compares with 49 per cent in June a year ago, when the supply of finished steers was somewhat below average.

These good quality cattle were marketed during periods of excessive heat over different sections of the country, particularly in the Central West and East, where the large consuming centers are located. The usual discrimination against heavier cattle, coupled with weather conditions and depressed consumer buying handicaps, resulted in low prices on all but well-finished handyweights.

The outlook in cattle supplies for the balance of the summer is more in favor of the average consumer's preferences. Smaller marketings of grain-fed cattle are expected, due to decreased shipments of stockers and feeders to the country during the first half of the year. Grass cattle promise to be more plentiful than a year ago, and this beef may more nearly meet the needs of the consumer's pocketbook, even if it does not satisfy the palate of the connoisseur.

Bigger Profits from Better Efficiency

Changes in merchandising methods and policies often necessitate radical changes in production methods. Increase in number of meat products wrapped and packaged and a gradual drift toward a smaller unit of retail sales has served to emphasize this fact in the meat packing industry.

As size of the sales unit decreases cost per pound to produce increases. And as cost per pound increases, the margin of profit will decrease, unless the increase in cost is offset by better and more efficient production methods.

It may be economical to wrap a pork loin by hand, for example, but the cost of hand wrapping may be increased several times when the loin is divided into chops. The packer must absorb this increase, because the price at which he can sell his wrapped and packaged chops will be set for him by the cost that prevails in the most efficient plant in the sales territory.

As more products and greater quantities of products are wrapped and packaged more complete mechanization of the meat plant will follow. Efficient cutting machines, automatic wrapping and packaging machines, conveyors and packing equipment are some of the devices that appear to be on the way to more general use.

Practical Points for the Trade

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Finding Brine Capacity

How much brine is contained in a refrigerating system? A small packer wants to determine this as applied to his plant, but is in doubt how to tackle the problem. He says:

Editor The National Provisioner:

We want to calculate the amount of brine in our refrigerating system but do not know how to go about it. We operate a 100-ton compressor and make 10 tons of ice daily. Can you give us a formula by which we can solve our problems.

The quantity of brine required for any refrigerating system is equal to the volume of all tanks, pipe lines and other apparatus, less the volume displaced by submerged ice cans, pipes, coolers, etc. Calculations of capacity are made most easily in cubic feet rather than in gallons.

How to Find Capacity.

The following figures contained in a booklet on sodium chloride brine, issued by the Solvay Sales Corporation, New York City, will simplify your calculations:

1.—Capacity of a rectangular tank equals length x breadth x depth of brine.

2.—Capacity of a cylindrical tank equals diameter x diameter x depth of brine x .7854.

3.—Capacity of standard wrought iron pipe can be found by consulting the following figure and dividing the total number of lineal feet of piping of a given size in the system by the number of lineal feet of pipe containing 1 cu. ft. of brine: One cubic foot of brine is contained in 1,383.8 ft. of $\frac{1}{4}$ -in. pipe, 473.9 ft. of $\frac{1}{2}$ -in. pipe, 270 ft. of $\frac{3}{4}$ -in. pipe, 166.6 ft. of 1-in. pipe, 96.3 ft. of $1\frac{1}{4}$ -in. pipe, 70.7 ft. of $1\frac{1}{2}$ -in. pipe, 42.9 ft. of 2-in. pipe, 30.1 ft. of $2\frac{1}{2}$ -in. pipe, 19.5 ft. of 3-in. pipe.

4.—Volume of brine displaced by standard wrought iron pipe is determined exactly as in (3) by consulting the following figures: One cu. ft. of brine is displaced by 628.8 ft. of $\frac{1}{4}$ -in. pipe, 259.9 ft. of $\frac{1}{2}$ -in. pipe, 166.3 ft. of $\frac{3}{4}$ -in. pipe, 106.0 ft. of 1-in. pipe, 66.5 ft. of $1\frac{1}{4}$ -in. pipe, 50.8 ft. of $1\frac{1}{2}$ -in. pipe, 32.5 ft. of 2-in. pipe, 22.2 ft. of $2\frac{1}{2}$ -in. pipe, 15.0 ft. of 3-in. pipe.

5.—Volume of brine displaced by a cylindrical shell cooler can be determined by calculating its size as in (2), except that outside dimensions are used, and deducting the capacity of brine tubes as in (3).

6.—Volume of brine displaced by ice cans: Ice cans are generally a little larger at the top than at the bottom. The volume displaced by one can can be found by use of the following formula:

$$\text{Volume equals } \frac{H}{6} (\text{A plus B plus } 4M)$$

Where H equals height of submerged portion of can, A equals area of bottom of can, B equals area of cross section of brine level near top of can, M equals area of mid-section (half way between A and B). If measurements are made in inches, divide the result by 1,728 to give the displacement in cubic feet.

Figuring It Out.

7.—Final calculation: The above paragraphs show how to calculate capacities and displacements of the usual equipment which may be found in a brine system. To find the net volume of brine required it is only necessary to sum up the various capacities (brine tank, piping through rooms, etc.) and deduct the total displacement (ice cans, shell cooler, submerged ammonia pipes, etc.).

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 2c stamp.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Dry Sausage Substitute

Dry or summer sausage is a popular meat during the warm months, and a highly concentrated food.

This sausage should be made in plants equipped with air conditioning. Otherwise its manufacture is confined to the winter months, when drying conditions can be kept under better control than in the hot moist months of the year.

In the campaign being conducted in Chicago dry sausage is being featured during the current two weeks period. Sausagemakers in other parts of the country may wish to concentrate on such a campaign also.

For those who do not manufacture dry sausage, or are not equipped to do so during the summer months, what is known as a "new condition" cervelat may be a good seller for them.

The meat and seasoning formula for this product follow:

60 lbs. beef hearts
40 lbs. beef trimmings
25 lbs. dry salt trimmings
25 lbs. fresh pork trimmings.

Seasoning:

1 1/4 lbs. sugar
3 oz. saltpepper
9 oz. white pepper, cracked
2 1/2 lbs. salt.

Should 50 lbs. of fresh pork trimmings be used instead of 25 lbs. of fresh and 25 lbs. dry salt pork, then more salt should be added.

Grind the hearts through the 7/64-in. plate and the beef through the 5/32-in. plate, then put on a rocker block together with the pork trimmings and rock until of the right consistency. Spread on shelves about 6 in. thick for two days, in a cooler held at a temperature of 34 to 36 degs. F.

Then stuff in beef middles and hang in the dry room at a temperature of 60 degs. F. for two days. Put in the smokehouse at 100 degs. Increase this about 3 degs. per hour for the first seven hours, then raise during the eighth hour to 132 degs. F., and the ninth hour to 144 degs. Hold until about the end of the tenth hour.

Put in water at 160 degs., for five minutes and spray off with cold water for one minute. Put into the dry room at a temperature of 54 degs. and cover well with burlap.

Let stand for about 12 hours, then spread out for about five hours when the product can be shipped. If not all of the sausage is shipped when finished, it can be held at shipping room temperatures until marketed.

When in need of expert packing-house workers watch the classified pages of THE NATIONAL PROVISIONER.

Bleaching Cloth for Beef

An Eastern packer asks what the difference is between bleaching cloths and shrouding cloths for use on beef. He says:

Editor The National Provisioner:

We kill a good many cattle, but have never wrapped our beef in cloth when it goes into the cooler. We are thinking of doing this, and would like to know what the difference is between what is known as bleaching cloths and shrouds.

"Bleaching cloth" is a trade name being used for a cloth believed to be especially adapted to this purpose. There has been a genuine effort on the part of the trade to get away from the term "shroud" and "shrouding." "Cloth" and "clothing" is being used instead. The use of the term "bleaching cloth" is still more descriptive.

Moistened cloths are put over freshly killed beef carcasses to bleach and smooth up the carcass and give it a generally better appearance.

The material known as "bleaching cloth" is regarded by its producers as especially adaptable for the purpose, as it will absorb excess blood readily and yet is a smooth enough sheeting to leave an even surface.

Bleaching cloths are hemmed and cut to length and fit for carcasses or cuts of meat on which they are to be used. This supplants the old practice of buying bolt goods and cutting off pieces in the plant, leaving frayed edges, which shorten the life of the cloth. The hemmed cloths can be scalded and used over and over many times which reduces the cost per carcass or cut to a minimum.

How Draft Is Measured

A small western packer inquires about draft gauges. He wants to know what they are and their uses. He says:

Editor The National Provisioner:

We operate two small hand-fired boilers. Our engineer recently made requisition for two draft gauges. What are these instruments and for what are they used?

A draft gauge is an instrument which indicates boiler and furnace draft. It may be installed to show the draft over the fire, in the last pass of the boiler, if water tube boilers are used, or in the breeching. But to the intelligent fireman it also indicates other things. It tells him when the fuel bed is too thick or too thin; when holes, cracks and fissures need closing up; when the fire needs cleaning; when the fuel bed is clogged; when the fire needs leveling, etc.

A draft gauge makes the fireman's work easier and cuts fuel costs. It is an inexpensive instrument.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

BOOKS ON THE MEAT INDUSTRY.

During the past eight or nine years a comprehensive literature of the meat packing industry has been gradually built up, largely as an outcome of the Institute Plan, brought forward by Thomas E. Wilson in 1923 and adopted by the Institute of American Meat Packers.

A bibliography of the various books prepared and published by the Institute of Meat Packing at the University of Chicago, conducted jointly by the University and the Institute of American Meat Packers, including also a number of the more prominent books in the same field issued by other publishers, has been prepared and issued to members of the Institute. The list is given here:

(Books listed here may be obtained from the Institute of Meat Packing, University of Chicago, or from THE NATIONAL PROVISIONER, Chicago, at the prices noted.)

"Meat Through the Microscope," by C. Robert Moulton.—Deals with the application of science in the various branches of the packing industry; chemistry and manufacture of fats and oils, pharmaceutical or gland products, gelatin and glue, fertilizers and feeds, the chemistry of curing, refrigeration, sanitation and spoilage prevention. The author is director of the Department of Nutrition of the Institute of American Meat Packers. Price \$5.00.

"Merchandising Packinghouse Products," by E. L. Rhoades.—Deals with methods employed by packing companies in marketing various types of meat and other edible livestock products and by-products; also produce, canned goods, soap, hides, wool, and sundry inedible products; organization and functions of wholesale markets, branch houses, car routes, etc.; credits and collections; and export problems. The author, formerly assistant professor of marketing at the University of Chicago, is now editor of "THE NEW ERA IN FOOD DISTRIBUTION." Price \$5.00.

"Packinghouse Accounting," by the Committee on Accounting of the Institute of American Meat Packers.—Deals with the principles and practices of meat packing companies in accounting for their operations. Not a technical discussion of bookkeeping methods, but an explanation of the fundamental theories of cost finding, expense analysis, and profit calculation in the packing industry, with particular reference to problems of joint and by-product costs. Revised and edited by Howard C. Greer, director of the Department of Organization and Accounting, Institute of American Meat Packers. Price \$4.00.

"Personnel and Labor Problems in the Packing Industry," by A. H. Carver.—Comprehensive survey of personnel practices and personnel management in the packing industry; psychological factors

Overlooking Profits?

"It is surprising how few business men appreciate the enormous dividends derivable from investments in their own business."

"There is scarcely a manufacturer in the world who has not in his plant some machinery that should be thrown out and replaced by improved appliances; or who does not from the want of additional machinery or new methods lose more than sufficient to pay the largest dividend obtainable by investment beyond his own domain."

"And yet business men whom I know invest in bank stocks and in far-away enterprises, while the true gold mine lies right in their own factories."

—ANDREW CARNEGIE.

affecting workers, recruiting, developing individual ability, preparing and using personnel records, labor turnover, wages, incentive plans, employee representation, health maintenance, and education in industry. The author is a member of the Industrial Relations Department of Swift and Company. Price \$3.00.

"Economics of the Meat Packing Industry," by A. T. Kearney and F. H. Sidney (in preparation).—Will discuss economic development and present economic status of the meat packing industry, dealing first with history and organization of the meat business in the United States, and later with present day problems such as recent trends in meat production and consumption, livestock production, plant location, merchandising methods, costs, margins, profits, etc. Mr. Kearney was formerly head of the Commercial Research Department of Swift and Company, and Mr. Sidney is in the executive division of that company.

Readings in Packinghouse Practice.

"Pork Operations" (mimeographed).—Methods used in slaughtering hogs and dressing and chilling hog carcasses, cutting of fresh pork, curing and smoking of pork products, handling of edible pork specialties, treatment of fats, refining of lard, and preparation of casings and sundry by-products. Prepared by the Committee on Recording of the Institute Plan Commission of the Institute of American Meat Packers. Price \$2.50.

"Beef, Mutton, and Veal Operations" (mimeographed).—Discusses slaughter of cattle, calves, and sheep, dressing and chilling of beef, veal and mutton carcasses, beef trimming, cutting, and boning, beef grading, handling of edible beef and small stock specialties, handling of hides, pelts and miscellaneous by-products. Authorship same as "Pork Operations." Price \$2.50.

"Plant Operating Service and Control" (mimeographed).—Plant location and equipment, refrigeration, quality control, loading and shipping, purchasing and supplies, processing methods, product yields, control of inventories, etc. Authorship same as "Pork Operations." Price \$2.50.

"Inedible By-Products" (mimeographed).—Processing of miscellaneous inedible by-products such as tallow, greases, animal fats and sterines, animal feeds, fertilizers, bones, horns, hoofs, hair, hides, pelts, glue, blood albumin and various glandular products. Authorship same as "Pork Operations." Price \$2.50.

Other Books on Meat Packing.

The following books by different authors cover various phases of the meat packing industry, and may be obtained from the publishers noted.

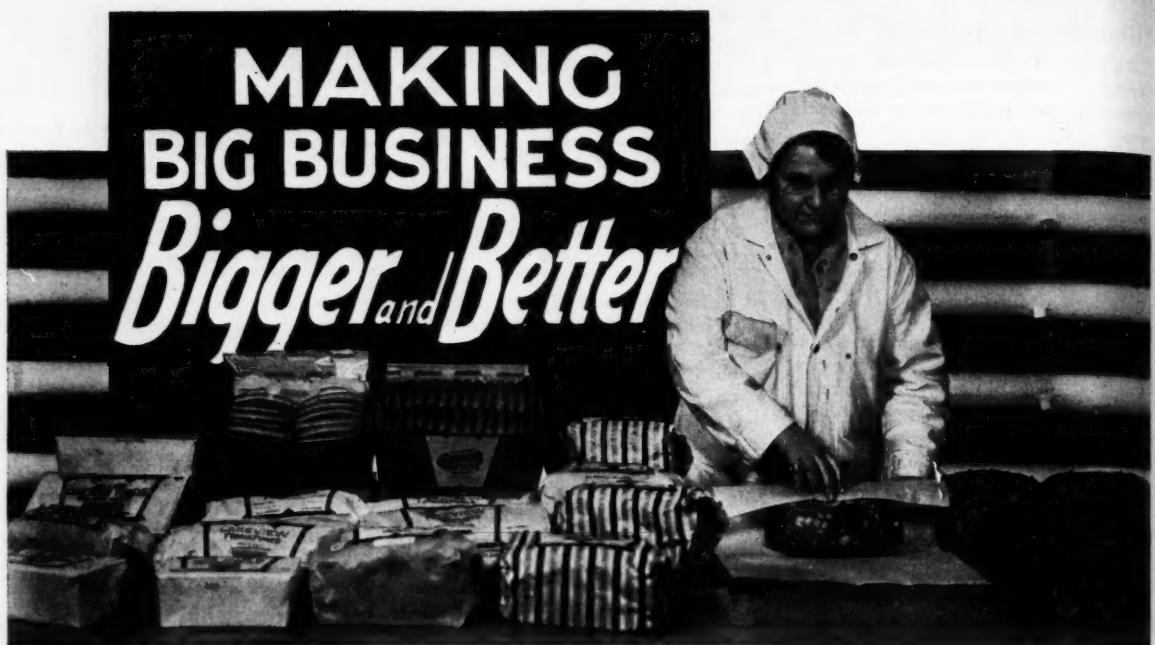
"The American Livestock and Meat Packing Industry," by R. A. Clemen.—Comprehensive treatise on economic and historical aspects of the American livestock and meat packing industry. The author was formerly assistant editor of THE NATIONAL PROVISIONER, and subsequently associate director of Armour's Livestock Bureau, Ronald Press, New York City. Price \$6.00.

"By-Products in the Packing Industry," by R. A. Clemen.—Describes source, processing methods, and use of principal packinghouse by-products, both edible and inedible. University of Chicago Press, Chicago. Price \$4.00.

"Consumption of Meat and Meat Products," by John H. Cover.—Results of a study of meat consumption with particular reference to price. Discusses price levels and trends and their apparent relationship to consumption over a period of years, chiefly from 1913 to 1927. The author is Professor of Marketing and Statistics at the University of Chicago, and the study was made under the auspices of the Bureau of Economic and Business Research of the University. Published by the School of Commerce and Administration, University of Chicago (paper binding). Price \$1.00.

EDITOR'S NOTE.—The "Packer's Encyclopedia," Volume I, covering livestock, beef, pork, small stock, sausage, by-products, animal and vegetable oils, published in 1922 by THE NATIONAL PROVISIONER, was not included in this list, as the first edition is entirely sold out.

Volume II of the "Packer's Encyclopedia," devoted specifically to pork operations, will be ready this fall. It is planned as a complete operating handbook for the pork packing plant.



MAKING BIG BUSINESS *Bigger and Better*

- : : : : eliminating waste and spoilage.
- : : : : making meat sales independent of weather, distance and time.
- : : : : enabling you who MAKE meat loaf to satisfy the folks who EAT it.
- : : : : and this is done by providing the wrapper which enables your product to retain all its original goodness from plant to purchaser.

KVP GENUINE VEGETABLE PARCHMENT MEAT LOAF WRAPPERS

After years of research and practical experience it remains the leader among Protective Papers; Laboratory work and use in the industry both confirm this opinion. Pure white, stronger wet than dry and highly grease-resistant, it is the ideal sheet for wrapping fat, greasy or moist products.

Others in the KVP Protective Line include White Oiled Loin Paper, Natural Color Waxed Paper, and the popular "Prosperity" Paper, etc. But, for any special product you, individually, may need, the services of KVP Laboratory are at your command.

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A Page for the Packer Salesman

Know Your Product And You Will Find It Easier to Sell More of It

The meat salesman whose principal stock in trade is "hot air" about his firm and the quality of its products does not impress the up-to-date retailer seriously. The average dealer likes to do business with men who can talk his language and who can give him constructive help with his problems.

Successful packer salesmen know meats and modern meat retailing methods, as well as fundamental methods of selling.

One old-timer in the meat game thinks the most constructive step the packer salesman can take at this time is to learn more about his products and the modern retail methods of selling them. He says:

Editor THE NATIONAL PROVISIONER:

In recent issues of THE NATIONAL PROVISIONER there have appeared ideas and suggestions from packer salesmen on increasing tonnage. These have been constructive and helpful at a time when good ideas along this line are needed most, but in these discussions there is one angle that I have not seen mentioned and that is essential, it seems to me, if a man is to get the most out of his territory.

Get Acquainted with Your Goods.

I refer to the necessity, particularly at this time, of not only having a knowledge of the fundamentals of selling but also of the product being sold. There are packer salesmen who have the personality and the sales ability to make a big success, but who are simply plodding along. They do fairly well, but they fail to go the limit. This is not because they do not try, but because their style is cramped by their inability to convince prospects and customers that their knowledge is serviceable.

The experienced meat retailer is quick to sense when a packer salesman does not know as much about meats and retail merchandising as he might. He may like the salesman and his firm, but he fails to give him as much business as he could because he is not sure the information the salesman gives him is correct.

Every meat salesman would be of more value to his firm if he knew more about meats and retail meat merchandising than do the retailers on whom

Back Again!

After an absence of several years

Cassidy and O'Toole

will return to the pages of THE NATIONAL PROVISIONER with their homely philosophy of meat merchandising.

DENNIS CASSIDY, the "little firecracker" among packing-house salesmen, and

MICHAEL O'TOOLE, his big, good-natured, but close-buying retail customer.

Watch for their first appearance, personally conducted by their creator and sponsor, John C. Cutting.

he calls. If he can put himself in this position he is at a decided advantage at sales interviews. If he does not have as much knowledge on these subjects as he should, every solicitation is an uphill fight.

Helping the Retailer.

Then there is another decided advantage in having all possible information about meats and efficient retail methods of merchandising them. The retailer is up against plenty of problems at this time, and the packer salesman who can help him with practical suggestions is very sure to win his goodwill and perhaps a large share of his business. How to cut out larger profits, eliminate waste and loss, attract more customers to his store and advertise and display efficiently are angles in meat merchandising all retailers are interested in and about which they continually are seeking further information. The packer salesman who can be of service to his customers along these and other lines not only wins friends, but adds to his tonnage in proportion to the extent his ideas are adopted and are of practical worth.

Any packer salesman who desires to



WHAT ARE WILD WAVES SAYING?

do so can acquire a knowledge of meats and meat merchandising. But when he has the information he must learn how to use it to get the best results.

I have in mind one salesman who probably knows more about meats and meat merchandising than most dealers on whom he calls, but his results are not what they should be. The fault is that he parades his knowledge at every opportunity. He would get along better if he were more modest. Nothing is quite so offensive to some people as bragging and an air of superiority.

Knowledge should be used to sell meats not to impress customers and prospective customers.

Yours truly,
OLD TIMER.

FRIENDSHIPS AND BUSINESS.

Friendships are important in the meat selling game, but they will not win and hold trade.

Today the packer salesman must give his customers the best he has in stock. And it's never good business to take a friend's business for granted. The fact that he is a friend does not mean that his friendship can be neglected or abused.

The salesman who values friends for what he can get out of them holds neither friends nor business. Friends are made by giving as well as receiving. (P. S.—This doesn't mean giving away profits on price shading.)

STRESSING PROFITS.

Sometimes it is not so much what is said in making a sales solicitation that counts as how it is said. For example: The salesman can emphasize cost or profit, depending on how he gives information. He can say, "This item costs 20c, you sell it for 30c." In this case he stresses cost. When he says, "You sell this for 30c and make a profit of 10c—50 per cent on your cost of 20c," he emphasizes profit. Talking about profits in terms the dealer understands also aids sales.

SALES INSURANCE.

It is poor business to sell a dealer a new product and leave him and his clerks up in the air regarding its selling points. The salesman can sell a retailer only as much as consumers will buy. Thoroughly acquainting everybody in the store with a product's merit is good insurance against failure to sell an order of the same product later on.



—this weight that cuts down pay-load

Grinding out trip after trip with useless dead weight totals a staggering number of needless, wasted ton-miles.

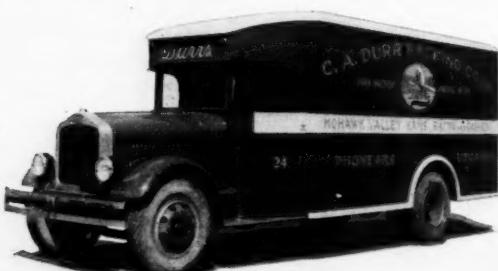
Think of half a ton lifted bodily off your trucks—amazing savings in maintenance costs, a half-ton more pay load each trip!

And all this with *better* protection to the load. Progressive fleet operators have learned the lesson of precious weight saving—intelligent body builders

have proved the *plus* in using in their truck bodies the most efficient commercial insulant known.

Dry-Zero Blanket Insulation, weighing only *one-sixth* as much as other materials providing equivalent insulation, is now protecting perishables in trucks of the best known fleet operators and is used by the most dependable builders.

Learn how *you* can use Dry-Zero. Write for an interesting handbook of plans for building insulated truck bodies. It is free and there is no obligation.



This efficient, fast and attractive Dry-Zero insulated body was built by Bowne & Bowne of Utica, N. Y., on a White chassis, for C. A. Durr Packing Co. It was designed by M. J. Bowne in cooperation with J. M. Snyder, General Manager of C. A. Durr Packing Co.

DRY-ZERO CORPORATION

Merchandise Mart, Chicago, Illinois

Canadian Office—465 Parliament St., Toronto

DRY-ZERO

MOST EFFICIENT COMMERCIAL INSULANT KNOWN

Refrigeration and Frozen Foods

Pre-Cooling Food Cars

Portable Unit Simplifies Refrigeration Task and Cuts Cost

A portable pre-cooling unit for use where refrigerator car pre-cooling facilities are not available, developed recently by the U. S. Department of Agriculture, was described briefly in the May 30, 1931, issue of THE NATIONAL PROVISIONER. Many meat packers will be interested in the unit, it is believed, as a means of effecting economies in shipping costs.

The device weighs only 85 lbs., is easily carried from car to car and permits perishables being loaded directly into the car. The cost of carrying fruits, vegetables, etc., to and from a pre-cooling plant is thus saved. Labor is always a big cost item.

The accompanying illustration shows the pre-cooler and the manner in which it is used in refrigerator cars. Its main units consist of an electric motor and a high speed blower. In operation a unit is placed in each bunker directly under the hatch plugs. Top bunker openings are closed with sheathing or building paper, except immediately in front of the blower discharges, which are pointed into the body of the car.

Car Completely Cooled.

The idea is to reverse the natural circulation of the air. Natural air circulation in an iced and loaded refrigerator car is down through the bunker, out under the lading and back through the top bunker opening. When the pre-coolers are operating, the cold air is drawn up through the bunkers, and distributed over the products. The warmer air enters at the bottom of the bunker. When the pre-coolers are removed, air circulation assumes its natural course, thus further cooling the bottom of the car and maintaining the low temperature in the rest of the load. In this way a fairly uniform low temperature from top to bottom of the load is obtained.

In placing the pre-coolers in position for operating, ice in the bunkers is piked or broken down sufficiently to allow the blowers to hang down the hatchways, with the discharge openings pointed directly and squarely into the top bunker air opening. Straps are hooked at their upper ends to the running board and eaves and clipped to the support brackets of the units at the bottom. Adjustment of the straps is made until the blowers hang level, with at least a clearance of 2 ins. between suction opening and top of ice. This

clearance is desirable to prevent sucking up ice and salt.

The blowers, each capable of moving 1,000 cu. ft. of air per minute, are driven by direct-coupled $\frac{1}{2}$ -h.p. motors of single phase repulsion-induction type, wound for 110 or 220 volts, 60-cycle current. The initial cost of the total outfit, consisting of two blower units, extension sleeves, suspension straps, extension cord, etc., is somewhat less than \$300.00.

Negotiations are under way, it is reported, to have the outfits made available commercially, but as yet there is no organization manufacturing or assembling them. Guided by the sketches and specifications, which will be furnished by the U. S. Department of Agriculture, it should not be especially difficult to assemble an efficient car pre-cooling unit at a moderate cost.

REFRIGERATION NOTES.

Damage to its ice plant estimated at \$20,000 was recently sustained by the Independent Ice Co., East Burlington, N. J. The plant, owned by the Fay Realty Co., Philadelphia, will be repaired immediately.

Bentonville Ice & Cold Storage Co., Bentonville, Ark., is rebuilding its cold storage plant destroyed by fire about a year ago.

National Ice & Cold Storage Co., Oakland, Calif., has filed application with the city council for permission to extend its plant. This same company is also constructing a cold storage plant at 200 Center st., San Francisco.

Lyman Farms, Middlefield, Conn., will erect a cold storage plant to cost about \$45,000. Plans have been drawn by L. J. Thompson, 521 Corbin ave., New Britain.

Vancouver Ice & Cold Storage, Ltd., Vancouver, will erect an addition to its cold storage warehouse. The cost will be about \$45,000.

Swift & Company will erect a 2-story addition to their coolers at the Sioux City, Iowa plant.

Northeastern Storage & Distributing Corp., Worcester, Mass., is having plans prepared for the erection of a cold storage warehouse terminal to cost approximately \$900,000.

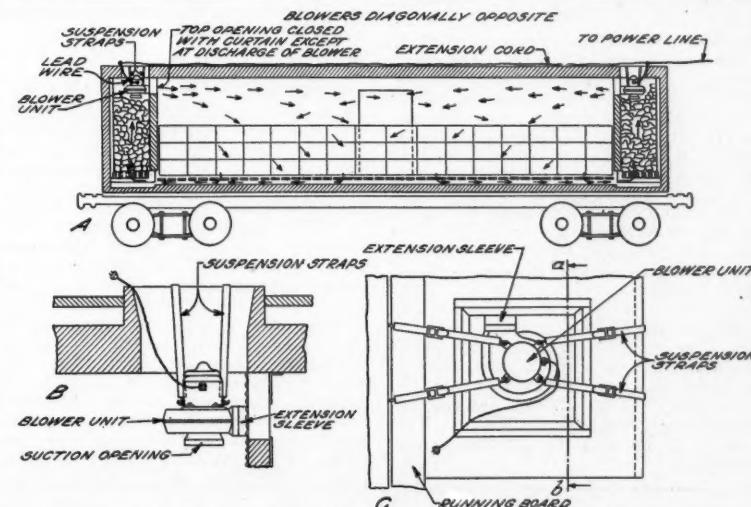
Plankinton Packing Co., Milwaukee, Wis., will erect a 4-story cold storage plant at a cost of \$180,000.

Union Ice & Cold Storage Co., New York Life Bldg., Kansas City, Mo., has been incorporated with a capital stock of \$25,000.

LARGER FROZEN FOOD OUTPUT.

Frozen fruit production on a much larger scale, and an extensive campaign to merchandise it, is being planned by Frigid Foods, Inc., Detroit, Mich. The company has been breaking and freezing eggs for sale to bakers, noodle manufacturers, mayonnaise manufacturers since 1915, and is reported to be handling 12,000,000 lbs. a year of this product. The company has plants in Detroit, Omaha and Cleveland.

The company commenced freezing fruits and berries two years ago in its Detroit plant. Later production was extended to the Cleveland plant and if



PRE-COOLING REFRIGERATOR CARS WITH PORTABLE UNITS.

A—Longitudinal section of a refrigerator car, showing how the units are placed in the hatchways. These reverse the natural air flow, drawing the air up through the ice and discharging it over and through the load.

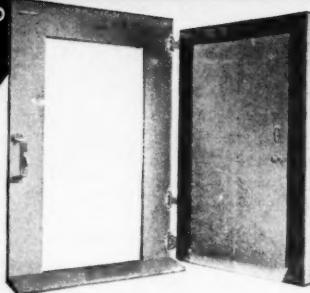
B—The blower in position on top of the bunker. It is held in place by suspension straps which can be adjusted until the unit hangs level. A clearance of 2 ins. between suction opening and top of ice is allowed.

C—Top view of hatch, showing the position of the blower and the manner in which the suspension straps are attached.

For temperature lower than

For protection of low temperatures—in ice

20°



cream hardening rooms, fish freezers and quick freezing spaces, don't overlook the many operating advantages of our over-lapping

STEVENSON SUPER FREEZER DOOR

Fitted with three or more spring hinges (hinge guard), WEDGE-TIGHT, Stevenson or Jamison Fastener. Standard sizes in our warehouses ready to ship.

WRITE FOR CATALOG.

JAMISON COLD STORAGE DOOR COMPANY

CONSOLIDATING JAMISON COLD STORAGE DOOR CO., INC.
AND STEVENSON COLD STORAGE DOOR CO.

HAGERSTOWN, MARYLAND, U. S. A.

Jamison
& Stevenson
Cold Storage
Doors



OLDEST
and LARGEST
makers of
Cold Storage
DOORS

occasion demands frozen fruits and berries also will be produced in Omaha. Sales of frozen fruits and berries are made principally to hotels, restaurants, pie bakers, etc.

SUHR HEADS CITY ICE.

Climaxing a career of forty-eight years in the ice business, starting as an office boy in the industry, Robert C. Suhr was elected president of the City Ice and Fuel Company, Cleveland, O., at a meeting of the directors of the company on July 2. Mr. Suhr, formerly senior vice president, succeeds the late Harry D. Norvell. J. M. Bluim, long prominently connected with the company, was elected senior vice president.

Mr. Suhr began his business career in 1883 as an office boy for the old Lake Erie Ice Company, which later became the Columbia Ice Company, and as such merged with City Ice and Fuel. From this humble start he rose rapidly to other positions, becoming collector and later bookkeeper, and finally a division manager for the company. In this capacity he was responsible for the development of the Federal Ice and Refrigerating Company of Chicago. Two years ago he was elected senior vice president.

Mr. Suhr is an authority on car icing and refrigerated car lines, his company being the largest handlers of car icing in the country. He is responsible for much of the progress made in the present method of handling perishable foods. As president of City Ice and Fuel he will head the largest ice company in the world, operating plants in 26 states and Canada.

ARMSTRONG IN CINCINNATI.

All the Cincinnati branch sales offices and warehouses of the Armstrong Cork Co., manufacturers of linoleum and rugs, as well as insulation materials and all kinds of cork products, are to be consolidated at 232 West Seventh St. The move brings together sales divisions that have previously maintained separate offices, and includes the Armstrong Cork Co., floor sales division, 538 Dixie Terminal Bldg.; Armstrong Cork & Insulation Co., Insulation Sales Division, 1015 Broadway; Armstrong Cork Co., cork sales division, 1017 Broadway. A recently organized sales unit of the company, known as the Temlok dealer sales division, will also be located at the new office. The dealer distribution of Arm-

strong's Temlok, a fibreboard insulation, is handled by this division.

QUICK FREEZING ICE CREAM.

Quick freezing is gaining ground rapidly in the manufacture of ice cream, due to production economies and improvement in quality it makes possible. The Danbury Creamery Co., Danbury, Conn., recently installed equipment to quick freeze its product, as has also the J. M. Horton Ice Cream Co., New York City, a subsidiary of the Borden Co. In St. Louis, Mo., fast frozen ice cream is being widely featured by the City Dairies Co., Inc.

COPELAND SALES A RECORD.

Consolidated profits of Copeland Products, Inc., manufacturers of commercial and domestic refrigeration equipment, for the first eight months of the current fiscal year, beginning Nov. 1, 1930, and ending June 30, were \$265,628 after provision for depreciation and federal taxes, as announced by president Louis Ruthenburg. This is \$5.10 per share on the 52,072 shares outstanding. Sales for 1931 have surpassed all previous records by a substantial margin he said.

H. PETER HENSCHIEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION
59 East Van Buren St., Chicago, Ill.

"United's Service"

provides
economical and efficient
COLD STORAGE
ROOMS



Get our proposal and
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UNITED CORK COMPANIES
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Principal Cities

Mathieson Ammonia

Anhydrous and Aqua

SODA ASH CHLORINE PRODUCTS
CAUSTIC SODA BICARBONATE OF SODA
LIQUID CHLORINE H T H (HYPOCHLORITE)
BLEACHING POWDER PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

The MATHIESON ALKALI WORKS (Inc.)

250 PARK AVENUE, NEW YORK CITY
PHILADELPHIA CHICAGO PROVIDENCE
CHARLOTTE CINCINNATI
Works: NIAGARA FALLS, N. Y. SALTVILLE, VA.



Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.
526-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

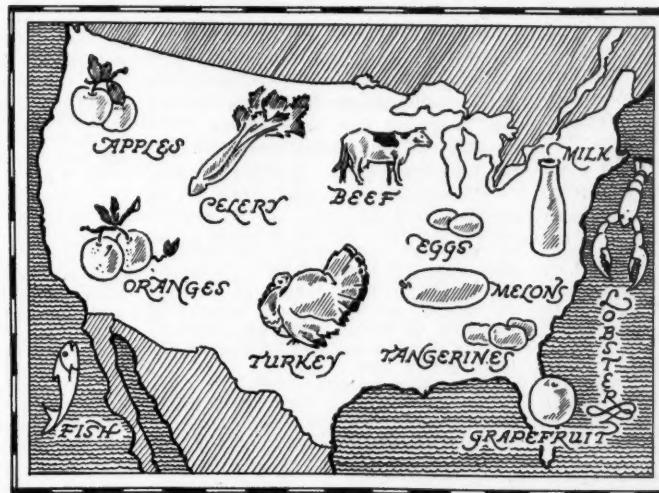
The new Ice Age

...is machine made!

IN New England York Refrigeration is helping develop quick freezing of fish. On the Pacific Coast, tuna clippers equipped with York Refrigeration are bringing back, in perfect condition, catches taken in tropic waters. In the Middle West it is freezing meats. In Florida it protects grapefruit . . . in Oregon, deciduous fruit . . . and all over the continent, milk, butter and eggs.

The production and distribution of foods for a continent has brought about a new Ice Age. It is machine made . . . and, to a substantial extent, York made.

York has pioneered refrigeration for over 50 years. In that time, York has worked out the special applications of refrigeration to every one of the food industries . . . in every branch of these industries . . . production, transportation, warehousing and retail distribution of every kind of foodstuff.



With this background of experience, York has developed new and more efficient refrigerating equipment to meet all needs . . . York has solved problems of installation

and operation . . . York has gathered a vast fund of data directly applicable to your own business . . . whether it is production, cold storage or retailing.

York engineers are qualified to consult with you on your own particular problems, to recommend most suitable equipment, to design installations, to undertake erection . . . so that you will get the most from your York Refrigerating Equipment.

Communicate with the nearest of York's 71 conveniently located direct factory branches.

YORK ICE MACHINERY CORPORATION
• • YORK • PENNSYLVANIA • •

YORK
REFRIGERATION

Where's Our Export Trade?

Observations of a Veteran on the World Trade Situation

What has happened to our export trade in pork and pork products?

Meat exports in 1930 were the lowest in thirty years, and those of lard the smallest in ten years.

Competition of other surplus food-producing countries for foreign markets and the tariff barrier built up by this country are believed by George Marples, in charge of export trade for the Cudahy Packing Company, to be the causes of the present decline. Mr. Marples says that "if we will not buy we cannot expect to sell."

Some of the reasons for this point of view are brought out in a statement prepared by Mr. Marples for presentation at the recent conference of the International Chamber of Commerce at Washington, D. C.

"All my business life I have been selling surplus American farm products in the shape of lard, hams and bacon to the rest of the world," said Mr. Marples, "and I am gradually finding my markets restricted, partly due to the fact that Europe is securing food supplies from other countries, and partly to tariff restrictions.

"Every country in the world, with the exception of the free-trade group in Europe, is endeavoring to find a remedy for the present agricultural depression by shutting out competitive food, forcing its people to eat a possibly inferior, higher-priced domestic product, instead of a better and cheaper foreign article.

How It Works Out.

"Last fall there was a short crop of Indian corn in the United States. If there had been a surplus in Nebraska and Iowa, and a shortage in Indiana and Ohio, we would have esteemed ourselves fortunate in being able to transfer the surplus and thus keep our herds well fed.

"But we will not avail ourselves of the eight million tons surplus of Indian corn in Argentina, stopping the importation into this country by a tariff of 25c per bushel, with the result that this corn is going to Europe to feed pigs in Denmark—and thus drive American meats out of the English bacon market!"

"While I was in Cuba three months ago the Cuban Government sharply advanced the duty on American provisions, so that our selling prices in Havana are more than double the market value of the same goods in Chicago.

"This is not surprising, when we con-

sider that we imported last year \$80,000,000 less of Cuban sugar than the year before, and Cuba, therefore, has \$80,000,000 less to spend for foreign goods, mostly American. The United States duty on Cuban sugar is 200 per cent of its value in Cuba, and our exports of food products to that country have sharply declined.

"The farmer, therefore, who grows corn and hogs is being penalized for the benefit of the Louisiana sugar cane planter, or the Western sugar beet grower.

Commodities or Dollars.

"During the war and immediately thereafter we loaned our allies commodities of all sorts—wheat, flour, lard, bacon, automobiles, arms, ammunition—a thousand and one things they needed, and we charged our allies (on our books in dollars) very high prices.

"However, we loaned them commodities, not dollars, for the dollars never left this country. We now insist on payment, and when our debtors offer to pay in commodities we advance our tariffs to shut them out, even if our debtors are willing—on account of the drop in world values—to give us two or three times the volume of the commodities lent.

"The dollar credits which foreign governments buy to pay the interest on their debts are now being used by our government for reducing our war

debt. Quite rightly. But it is just as well to remember that if not used for this purpose these dollar credits would be used to purchase American goods. We cannot have our cake and eat it too.

"The American government is spending yearly about \$140,000,000, taken by taxation from the people at large, for the development of American shipping. "Subsidy," however, has an unpleasant sound, so we call it "aids to shipping," "mail contracts." The ships are being built on an overstocked market.

Can't Sell If We Don't Buy.

"Practically 25% of the world's shipping is at present unused, and yet we advance our tariff to reduce still further the quantity of goods to be carried by the very ships we are building. All our government agencies are urging American exporters and travelers to use American ships, but if we permitted English, German and other foreign ships to make a little money by carrying our goods their governments would seize a good share of it with which to pay their debts to us. If we insist on building higher tariff walls, why build ships?

"Unless the present tendency is checked, we shall all of us be living within our tariff barriers, but I am firmly of the opinion that the quickest way out of the present depression would be an all-around reduction of tariffs to speed up consumption, for without governmental barriers trade equilibrium would sooner be obtained. Let us remember that if we will not buy, we cannot sell."

Cut-Out Values Show Increasing Loss

Wide ranges in hog prices were registered during the week between well finished light hogs, which were none too plentiful, and heavy packing grades. Toward the end of the week the spread was nearly \$4.00—one of the widest of record for this season of the year.

Extreme weight plain grade sows sold from \$4.00 down to \$3.75 which was among the lowest prices registered in many years on the Chicago market.

Receipts at the eleven principal markets at 287,000 head were 30,000 less than a week ago and 34,000 less than a year ago.

The fresh pork trade was slow during the week with prices showing a declining tendency. The cut-out value of hogs was less, 275 to 300 lb. averages showing the least satisfactorily.

At present hog costs, the put down value of the principal products ranges from 1c to 2c per pound over current market prices for green product.

The following test shows the cut-out value on four different averages of well finished butcher hogs. These tests are worked out on the basis of live hog costs and product values at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE for the first four days of the current week.

Offal credits of 20c per hundred-weight are used for each average and labor costs ranging from 55c per cwt. on the lightest average to 49c per cwt. on the heaviest and condemnation and death losses of $\frac{1}{2}$ of 1 per cent of the live cost of each average are used in figuring these tests. Credits in various sections will vary as will killing costs. Those applying in each plant should be substituted in working out the test.

	160 to 180 lbs.	180 to 220 lbs.	230 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.87	\$1.80	\$1.77	\$1.71
Picnics .....	.59	.54	.53	.50
Boston butts .....	.51	.51	.51	.51
Pork loins (blade in)	1.91	1.70	1.20	.95
Bellies (light)	1.26	1.15	.55	.34
Bellies (heavy) .....	...	...	.41	.65
Fat backs .....	...	.08	.21	.28
Blates and jowls .....	.08	.10	.14	.17
Bar. lard .....	.13	.14	.14	.14
B. S. lard, round wt. ....	.92	.99	.92	.85
Spare ribs .....	.07	.08	.09	.09
Regular trimmings .....	.09	.11	.12	.12
Rough feet .....	.03	.03	.03	.03
Tails .....	.01	.01	.01	.01
Neck bones .....	.02	.03	.02	.02
Total cutting value (per 100 lbs. live wt.)	\$7.49	\$7.27	\$6.65	\$6.16
Total cutting yield	64.70%	67.45%	71.00%	72.00%
Crediting edible and inedible offal to the above total cutting values and deducting from these sums the cost of live hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.35	\$.50	\$.84	\$.56
Loss per hog .....	.59	1.00	1.92	1.61

Provision and Lard Markets

WEEKLY REVIEW

Trade Fair—Market Barely Steady—Hog Run Light—Cash Trade Moderate—Hog Price Holding—Comparatively Small Hog Markets Expected in August and September.

Operations in hog products the past week were on a fair scale, the market covering narrow limits and moving quickly both ways under commission house or packers' operations. The irregular trend was the result of the daily changes in the news regarding the German financial situation. Hedging pressure was in evidence on the swells, although not large, while commission house support and profit taking appeared on the breaks.

A slow export interest was quiet apparently a reflection of the tendency abroad to go slow pending developments, while domestic cash trade was on a fair scale, although not large. The lard market continues in a position where the product is getting some distribution at the expense of substitutes, but routine news had very little influence either way.

The hog market held fairly well, the average price at Chicago at the beginning of this week being 6.30c, compared with 6.30c the previous week, 8.80c a year ago and 11.40c two years ago. Steadiness was again traceable to the comparatively moderate hog run, the leading Western centers receiving 427,000 head last week, against 398,000 the previous week and 515,000 the same week last year.

Some were inclined to emphasize the larger hog run of late, but in this connection the U. S. Bureau of Agricultural Economics, in its July report, stated that smaller marketings of hogs during July, August and September than in the same period last year are expected.

Hog Weights Increase.

This is in line with the Bureau's June pig survey, which indicated a decrease in the number of hogs over six months of age on farms. The reverse of this situation exists in Europe, however. There, the Bureau says, there are indications of continued heavy market supplies through the coming Autumn and Winter, with increasing signs, however, of reduced breeding, notably in the Netherlands and in Germany. During the past month, the hog-feed ratio at home and abroad was somewhat more unfavorable as a result of higher feed prices and a decline in hog prices.

Domestic cold storage holdings of pork products on July 1 reflected the increase in sales during June, the first month of the summer selling season, and compared more favorably with the stocks a year ago and with the five-year average than since April.

Stocks of frozen and cured pork on July 1 totaled 776,140,000 lbs., a decline of 6.2 per cent from the 827,751,000 lbs. held on June 1. The decline from a month ago compared with a decline of 0.6 per cent during the corresponding 1930 period and of 1.04 per cent for the five-year average in the

June-July comparisons. Holdings on July 1 were 14.2 per cent above the 679,221,000 lbs. of a year ago.

The average weight of hogs received at Chicago last week was 257 lbs., compared with 256 lbs. the previous week, 254 lbs. a year ago and 254 lbs. two years ago.

Corn crop progress continues favorably. There were beneficial rains over the Corn Belt the past week following the intense heat of the previous week. This made for rather satisfactory conditions generally, although scattered complaints of dryness came from some areas.

PORK—Demand was rather quiet at New York, and the market was irregular. Mess was quoted at \$22.25; family, \$27.50; fat backs, \$17.50@18.50.

LARD—A fair domestic lard trade was reported in the East, but export demand continued rather slow. At New York, prime western was quoted at 8.30@8.40c; middle western, 8.05@8.15c; New York City, 7 1/4c; tubs, 8@8 1/4c; refined continent, 8 1/2c; South America, 8 1/2c; Brazil kegs, 9 1/2c; compound, car lots, 10 1/4c; smaller lots, 10 1/4c. At Chicago, regular lard in round lots was quoted at July price; loose lard, 70c under July; leaf lard, 100c under July.

See page 41 for later markets.

BEEF—The market was dull but steady. At New York, mess was nominal; packet nominal; family, \$12.00@13.50; extra India mess nominal; No. 1 canned corned beef, \$2.75; No. 2, \$5.00; 6 lbs. South America, \$16.75; pickled tongues, \$60.00@65.00 per barrel.

Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes 1/4c per pound on a car of product he has saved \$37.50.

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The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

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BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, July 24, 1931.—General provision market quiet but firm. Demand for hams and picnics good; lard dull; square shoulders inactive.

Friday's prices were as follows: Hams, American cut, 80s; hams, long cut, 85s; shoulders, square, 50s; picnics, none; short backs, 65s; bellies, clear, 55s; Canadian, none; Cumberlands, 66s; Wiltshires, none; spot lard, 42s.

EUROPEAN PROVISION CABLES.

Provision cable summary of the U. S. Department of Commerce for the week ended July 19, 1931, indicates the market at Hamburg shows little alteration. Demand medium for refined lard. Frozen pork liver stocks light. Prime steam lard decreased \$0.95 per 100 kilos. Fat backs 10/12 lbs. and 12/14 lbs. decreased 1/2 mark per 100 kilos. Receipts of lard for the week were 594 metric tons, shipments from Denmark being 106 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 77,000 at a top Berlin price of 10.60 cents a pound, compared with 80,000 at 14.71 cents a pound for the same week of last year.

The Rotterdam market was dull because of serious difficulties arising from unfavorable outlook in Germany. Practically no business passed. Extra neutral lard \$22.13 to \$22.74 per 100 kilos; extra oleo oil \$16.00 per 100 kilos; prime oleo oil \$14.49 per 100 kilos; extra premier jus \$10.86 to \$11.06 per 100 kilos; prime premier jus \$10.46 per 100 kilos; extra oleo stock \$16.50 per 100 kilos and refined lard \$20.02 per 100 kilos.

The market at Liverpool was firm. Demand was medium and prices were steady.

The total of pigs bought in Ireland for bacon curing was 21,800 for the week, as compared with 17,700 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending July 15 was 121,000 as compared with 100,000 for the corresponding week of last year.

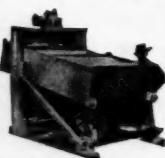
WORLD PORK MARKETS.

Indications are for continued heavy market supplies of hogs in Europe through the autumn and winter, but further signs of reduced breeding operations are in evidence, notably in Netherlands and Germany. The former country is second only to Denmark as a source of cured pork to the British market. In the United States, marketings smaller than last year are anticipated for the months July-September, but June pig survey returns indicate an increase in breeding operations.

Hog prices in both the United States and Europe were weak during June. Hog-feed ratios at home and abroad were somewhat more unfavorable during June as a result of higher feed



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prices and the moderate declines in hog prices.

The British cured pork market continued to receive record supplies of continental cured pork during May and June. Supplies from Denmark continued to arrive in large volume, but the feature of the past eight weeks has been the increase in receipts from continental countries other than Denmark. The Netherlands is the loading source of non-Danish continental pork but increasing amounts have become available from Poland and the Baltic States. Receipts of American bacon have been very small, with ham in somewhat better supply.

Lard prices strengthened somewhat during June in both the United States and Europe. American exports again declined in May, especially in exports to the Continent. Exports to the United Kingdom were in keeping with the larger figures of recent months.

WAREHOUSE RECEIPT.

A fee of \$1.00 is now being assessed by the Chicago Board of Trade upon each registered warehouse receipt. This new regulation was adopted by the board of directors at its meeting held July 21. In the past there was no specification as to the registration fee.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended July 18, 1931, amounted to 7,006 metric tons, compared with 6,595 metric tons last week, and 5,818 metric tons for the corresponding week of 1930.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended July 18, 1931:

HAMS AND SHOULDER, INCLUDING WILTSHIRES.

	Week ended			Jan. 1	
	July 18	July 19	July 20	July 11	July 18
1931.	1930.	1930.	1931.	1931.	1931.
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,603	3,136	386	46,769	
To Belgium		28		457	
United Kingdom	1,395	2,827	271	38,754	
Other Europe		2		46	
Cuba	10	10	1	2,727	
Other countries	99	260	24	4,785	

BACON, INCLUDING CUMBERLANDS.

Total	852	970	846	25,781
To Germany		53		618
United Kingdom	628	718	634	14,781
Other Europe	10	91	13	2,492
Cuba	106	17	126	5,762
Other countries	48	90	73	2,128

LARD.

Total	5,766	9,940	4,665	327,779
To Germany	900	1,140	620	67,724
Netherlands	71		150	16,494
United Kingdom	3,614	6,068	2,707	152,886
Other Europe	114	1,061	126	14,696
Cuba	746	877	843	25,502
Other countries	252	794	219	50,474

PICKLED PORK.

Total	103	102	45	8,117
To United Kingdom	92	45	45	1,304
Other Europe		6	10	191
Canada	3	3	20	2,022
Other countries	8	48	15	4,596

TOTAL EXPORTS BY PORTS.

Week ended July 18, 1931.

	Hams and shoulders, Bacon, Lard, Pork		Pickled	
	M lbs. M lbs. M lbs. M lbs.		M lbs.	
Total	1,603	852	5,766	103
Boston		1,140	1,821	3
Detroit	1,194	140	50	49
Port Huron	232	50	991	22
Key West	107	106	482	3
New Orleans	16	8	516	5
New York	54	488	1,856	21

Watch the Wanted page for gains.

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Tallow, Blood, Bones, Cracklings, Bonemeal, Hoof and Horn Meal

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GEO. H. JACKLE

Broker

Tallow, Blood, Bones, Cracklings, Bonemeal, Hoof and Horn Meal

DESTINATION OF EXPORTS.

	Hams and shoulders, Bacon, M lbs. M lbs.
Exported to:	
United Kingdom (total)	1,305 488
Liverpool	677 616
London	459 12
Glasgow	197
Other United Kingdom	42

	Lard, M lbs.
Exported to:	
Germany (total)	98
Hamburg	98
Other Germany	167

GERMAN CASINGS MARKET.

German demand for sausage casings slowed down somewhat during May, reflecting the approach of warm weather and some decline in sausage consumption.

North American beef middles moved at \$1.00, while the best South American grades were quoted at \$1.20 to \$1.30. Stocks are not large and firm prices are looked for. Export beef rounds were offered in small quantities, South American moving at about 4c for the higher qualities. Beef bungs were weak, with prices for the best grades from 12c to 14c each. However, the trade looks for a stronger market on this product with the coming of fall.

Hog casings were weak and prices low. North American bungs were quoted at somewhat higher prices, but the trade showed little disposition to follow the advance. Domestic hog casings were underselling the North American product from 30 to 40 per cent.

Watch the Wanted page for gains.

July 25, 1931.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—Developments in the tallow market in the East the past week were without particular significance. Some trading was passing from time to time at the previous price level of 3½c f.o.b. for extra, New York, but the volume was moderate. Buyers were not aggressive and sellers were maintaining their ideas. However, it was estimated that upwards of 1,000,000 lbs. changed hands during the last two weeks notwithstanding the reports of lack of storage facilities on the part of some soapers.

Production of tallow appears to be on a moderate scale, as there is no material pressure on the market from producers. Some of these continue to hold for ¾c above the last sale price.

At New York, special was quoted at 3½c; extra, 3½@3½c; edible, 4@4½c nominal.

At Chicago, the market in tallow was extremely quiet. Buyers were showing very little interest for nearby shipments, although prices were favorable. There were fair inquiries for later shipments of prime packer, but buyers' ideas were too low to interest producers.

At Chicago, edible was quoted at 4½c; fancy, 4c; prime packer, 3½c; No. 1, 3½c; No. 2, 2½c.

There was no London tallow auction this week. Argentine beef tallow at London, July-August, was 21s 3d, up 3d and Australian good mixed was 20s 6d, unchanged for the week.

STEARINE—Stearine market in the East was moderately active but firm, with last sales at 8c N. Y. Sellers are holding at 8½c. At Chicago, fair inquiries for oleo were in the market, and prices were firmer at 7½@7¾c.

OLEO OIL—Market was quiet at New York and about steady. Extra was quoted at 6½@6½c; medium 5½@6c; lower grades, 5½c. At Chicago, demand was fair and the market steady. Extra was quoted at 6c.

See page 41 for later markets.

LARD OIL—Trade was on a hand-to-mouth scale, and the market was easier. Edible at New York was quoted at 12½c; extra winter, 9c; extra, 8½c; extra No. 1, 8c; No. 1, 7¾c; No. 2, 7½c.

NEATSFOOT OIL—A rather slow demand made for an easier market at New York. Pure was quoted at 10¾c; extra, 8½c; No. 1, 8c; cold test, 14¾c.

GREASES—The situation in the grease market in the East presents little change the past week. Trade was not active, but the market maintained the recent price levels. Some routine business was passing all the time, but buyers and sellers appeared to be apart in their ideas. Offerings, however, were not pressed, and the situation in competing directions remained steady. It was felt that production of greases is on a comparatively moderate scale. Soapers, in some cases, are reported doing a good business, particularly on "Specials."

At New York, superior house was quoted at 3½c; yellow and house, 2½@3½c; A white, 3½@3½c; B white, 3@3½c; choice white, 4@4½c nominal.

At Chicago, trade in greases was extremely quiet with lack of buying interest for nearby. Some inquiry at lower prices was in the market for later shipments. Choice white grease and intermediate grades were relatively quiet. At Chicago, choice white was quoted at 3½c; A white, 3c; B white, 2½c; yellow, 2½@2½c; brown, 2½c.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, July 22, 1931.

The local tankage and blood market was very dull during the past week with very little interest being shown by buyers. Offerings are light and the result is there is very little trading.

With the breaking up of the European nitrogen cartel sulphate of ammonia was offered as low as \$26.00 per net ton c.i.f. Atlantic ports. Even with this decided cut in price there was very little buying reported as most buyers prefer to wait and see just what domestic producers will do. So far they are holding their prices firm, and have announced no new price schedule.

No new prices have been announced for the coming season on nitrate of soda and the importers are still quoting \$2.05.

Some sales of South American raw bonemeal, 4½ per cent and 50 per cent, were reported at \$26.00 per ton c.i.f. Atlantic ports.

AUSTRALIAN MUTTON EXPORTS.

April Australian lamb and mutton carcass exports were considerably in excess of those in April, 1930, but the export of beef was much less. During last April there were exported 121,040 lamb carcasses, 55,495 mutton carcasses and 414,305 lbs. of beef. In April, 1930, the exports totaled 86,837 lamb carcasses, 47,703 mutton carcasses and 1,015,703 lbs. of beef.

Australian meat exporters are required to pay all freight charges on refrigerated cargo in British sterling in London before bills of lading will be passed. This results in an increase in freight or rather in the exchange surcharge on all refrigerated cargo effective July 1.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, July 1 to July 22, 1931, totaled 5,601-310 lbs.; tallow, none; greases, 528,000 lbs.; stearine, none.

By-Products Markets

Chicago, July 23, 1931.

Blood.

The market continues easy. Price is quoted nominally at \$1.50.

Unit Ammonia.

Ground and unground @ \$1.50

Digester Feed Tankage Materials.

Situation remains very quiet. Little activity is evident. Prices are nominal.

Unit Ammonia.

Unground, 11½ to 12% ammonia, \$1.50@1.75 & 10c

Ground, 6 to 8% ammonia @1.35 & 10c

Liquid stick 1.25 @ 10c

Steam bone meal, special feeding, per ton 30.00

Packinghouse Feeds.

Product is in fair demand and prices are firm.

Per Ton.

Digester tankage, meat meal \$35.00

Meat and bone scraps, 50% @35.00

Fertilizer Materials.

Sales were made again this week at \$1.50 & 10c.

Unit Ammonia.

High grd. ground, 10@12% am. @ \$1.50 & 10c

Low grd. and ungr. 6-8% am. @ 1.25 & 10c

Bone tankage, low grd., per ton @14.00

Hoof meal @ 1.25n

Dry Rendered Tankage.

Offerings are light. Inquiry continues fair.

Hard pressed and exp. unground, per unit protein, \$.40 @ .45

Soft prsd. pork, ac. grease & quality, ton @30.00

Soft prsd. beef, ac. grease & quality, ton @25.00

Bone Meals (Fertilizer Grades).

Market continues to show fair activity. Offerings are liberal.

Raw bone meal for feeding \$20.00@25.00

Steam ground, 3 & 50 @15.00

Steam, unground, 3 & 50 @12.00

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade \$30.00@150.00

Mfg. shin bones 65.00@210.00

Cattle hoofs 16.00@18.00

June bones @15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet. Transactions are few, prices are unchanged.

Per Ton.

Kip stock \$24.00@26.00

Calf stock 38.00@40.00

Hide trimmings (old style) 18.00@20.00

Hide trimmings (new style) 16.00@18.00

Horn piths @25.00

Cattle jaws, skulls and knuckles 24.00@25.00

Sinews, pizzles @22.00

Pig spin scrapes and trim, per lb. 2 @ 2½c

Animal Hair.

Animal hair market continues nominal, with practically no activity.

Summer coil and field dried 1½ @ 1½c

Processed, black winter, per lb. 4½ @ 4½c

Processed, grey, winter, per lb. 4½ @ 4½c

Cattle switched, each* 1½ @ 1½c

*According to count.

THE KENTUCKY CHEMICAL MFG. CO.
COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

Improving Oil Milling

Industry Should Unite in a Systematic Study of Problems

By Prof. E. L. Carpenter, University of Tennessee.*

Cottonseed oil has been known for at least 140 years. Its manufacture has been an active industry for nearly 100 years. Yet processes and machinery are but little changed from those of the beginning. Although the gross value of products has increased from an insignificant sum in the early periods to something like \$250,000 per annum at present, net profit to mills is actually smaller today than at the beginning.

Oil mills are not entirely to blame. There have been many factors over which none of us has had control. However, the condition exists. The problem is ours to face conditions as they are; to find ways of reducing costs; to improve products; to develop new uses for our goods. If we cannot or will not do this, we must give way to those who can and will.

The greatest factor in the success of an enterprise is the man himself. For years we have almost entirely overlooked this vital element in our mad effort to perfect machines. All of our larger industries now recognize the importance of developing the individual, and most of them have some definitely outlined plan for the improvement of their help.

A Problem of Men and Machines.

It would be a simple matter to cite innumerable programs for the physical and mental development of workers, which are carried on by large organizations, not because they bear directly on production, but because of the effect upon the morale of their force.

Perhaps one of the larger lessons we can learn from other industries is that they realize trade problems are no longer matters of competition between individual companies, but competition between industries; that only through the finest kind of cooperation can they hope to survive.

Our own problem seems to revolve itself into two main factors which we

*Abstract of a paper read at recent annual meeting of Tri-State Oil Mill Superintendents' Association.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

will term the human and the machine. Of these, the former is of greater import and the more difficult to solve.

Early business methods in all industries were such as to leave in the minds of competitive plant managers a feeling of suspicion and distrust toward all others. As a result, each little group developed its own ideas and methods apart from all others. Plant after plant performed costly experiments which would have been entirely unnecessary had the results of previous work been available.

Must be More Confidence.

And what is even more pathetic, after valuable information was obtained, no permanent records were made, and in many cases the information passed with its discoverer. Unfortunately, the after effects of this period are still with us. One of the first jobs we must accomplish if we are successfully to cope with the present situation is the re-establishment of confidence in each other.

The speaker is not referring here to personal relationships as regards managers, superintendents, and men, although this is highly essential, but rather confidence of one superintendent in another or one management in another, so that we may come together, discuss our problems, and exchange ideas to the benefit of all concerned.

From one angle the human factor might be divided into four groups: Farmer, ginner, seed merchant and oil mill. In this case, the feeling of distrust has crept in, until all too often we find each element feeling that the other three are attempting to get all they can and give nothing in return.

Here again we have the problem of restoring human confidence. The work of the National Cottonseed Products Association in attempting to establish equitable standards for the purchase of seed is a splendid step in the right direction and deserves the hearty support and assistance of every man in the industry.

Efforts Should be Coordinated.

The farmer cannot, and should not, expect to receive high prices for immature and defective seed, nor should the ginner or seed merchant expect to be paid fancy prices for dirt, bolls and trash. On the other hand, the oil mill should be, and I believe is, willing to pay fair prices for what it buys.

No business has been able to exist long where each factor sought to cheat the others, and there is no logical reason why one should expect the cotton oil industry to be an exception to the rule. Taken from a different angle we have two other factors to consider—mills and machinery manufacturers. While the feeling of distrust has never been so marked as between the groups first mentioned, still there are many indications that considerable improvement could be made in this direction.

Summing up the whole matter in a word, we must all face the fact that the welfare of each group is dependent upon the welfare of all. The speaker has placed considerable emphasis upon the necessity of restoring confidence, because he believes that when this is accomplished the mechanical problems will take care of themselves. All great achievements have resulted from concerted human effort, and when we can properly coordinate the various human factors of our industry so that they are all working harmoniously for a com-

mon purpose we cannot help but achieve results.

New Research Planned.

Organizations such as this have in the past and will in the future continue to do much to place the cotton oil industry in the position it properly deserves.

Proper development of machines and processes will necessarily involve the expenditure of much time and effort, and we must not look for results too soon. However, the project, which was set in motion by this group, contemplating the combining of the forces of the superintendents and managers with those of the American Society of Mechanical Engineers in a research project to extend over a period of years, bids fair to open the door to a new era in the cottonseed oil industry.

Of course, the project is far from complete, but the speaker is particularly pleased to be able to announce that he has been authorized by the American Society of Mechanical Engineers to extend to the cotton oil interest the offer of their full cooperation. This new project will in no way interfere with the work of the Oil Milling Institute, but should rather broaden the field of its endeavor.

MISSISSIPPI CRUSHERS MEET.

Officers elected at the recent meeting of the Mississippi division of the Mississippi-Tennessee Cottonseed Crushers Association, held at Biloxi, were M. R. Jones, Clarksdale, president; W. F. Guinee, Greenville, vice-president; F. M. Harmon, Jackson, secretary-treasurer. Included among the speakers at the meeting were G. S. Meloy, senior marketing specialist, U. S. Department of Agriculture; P. R. Lamar, president of the National Cottonseed Crushers Association, and A. D. Stewart, of the Mississippi Cooperative Cotton Association.

AMEND MARGARINE RULES.

Margarine tax regulations have been amended by the U. S. Bureau of Internal Revenue to conform with the new definition of margarine, which included cooking compounds. These regulations are under the Haugen law, approved July 10, 1930, to take effect 12 months later.

The regulations are drawn in detail to include all products which might be used as butter substitutes but to exempt puff pastry shortenings, salad dressings, liquid emulsions, illuminating oils, cleansing compounds and flavoring compounds. In case of doubt, collectors are instructed to forward samples to Washington for analysis.

MAYONNAISE JAR SIZES.

Simplification of mayonnaise jar sizes was considered at a conference of all interests held under the auspices of the division of simplified practice of the U. S. Bureau of Standards on June 30. A tentative simplification program based upon the results of a survey of production and demand, recently conducted by the division at the request of the industry, served as a basis for discussion. The distinctive shapes of containers in use by the different manufacturers will not be affected by this simplification program.

July 25, 1931.

Saturday, July 18, 1931.

Spot	725	a	....
July	725	a	....
Aug.	725	a	....
Sept.	691	a	699
Oct.	655	a	665
Nov.	640	a	660
Dec.	641	a	660
Jan.	650	a	655

Sales Southeast crude nominal.

Monday, July 20, 1931.

Spot	700	a	....
July	701	a	740
Aug.	720	715	720
Sept.	703	699	698
Oct.	665	665	665
Nov.	645	a	670
Dec.	644	a	660
Jan.	650	650	655

Sales, including switches, 8 contracts. Southeast crude nominal.

Tuesday, July 21, 1931.

Spot	710	a	....
July	720	a	750
Aug.	721	a	740
Sept.	710	710	710
Oct.	663	a	675
Nov.	661	a	680
Dec.	640	a	670
Jan.	655	655	655

Sales, including switches, 4 contracts. Southeast crude nominal.

Wednesday, July 22, 1931.

Spot	700	a	....
July	716	a	745
Aug.	716	a	745
Sept.	705	705	695
Oct.	655	a	665
Nov.	651	a	661
Dec.	635	a	649
Jan.	650	650	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Thursday, July 23, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Friday, July 24, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Saturday, July 25, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Sunday, July 26, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Monday, July 27, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Tuesday, July 28, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Wednesday, July 29, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Thursday, July 30, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Friday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Saturday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Sunday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Monday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Tuesday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Wednesday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Thursday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Friday, July 31, 1931.

Spot	700	a
July	716	a	740
Aug.	716	a	740
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Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647	647	647

Sales, including switches, 3 contracts. Southeast crude nominal.

Saturday, July 31, 1931.

Spot	700	a	....
July	716	a	740
Aug.	716	a	740
Sept.	695	a	705
Oct.	660	660	650
Nov.	655	655	645
Dec.	635	a	650
Jan.	647		

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were weaker latter part week on commission house selling liquidation, some packer pressure, limited support and continued uneasiness about the German financial situation. Hogs are rather firm and receipts are moderate; cash trade fair.

Cottonseed Oil.

Cotton oil is dull and easy with lard and cotton. There is only limited support. Cash demand is only fair. Weather in the South is satisfactory, but there are increasing complaints of damage from too much rain.

Quotations on bleachable cottonseed oil at New York Friday noon were: July, \$6.90@7.30; Aug., \$6.95@7.25; Sept., \$6.90@6.98; Oct., \$6.45@6.58; Nov., \$6.25@6.55; Dec., \$6.25@6.40; Jan., \$6.32@6.40.

Quotations on prime summer yellow: July, \$6.91@7.40; Aug., \$6.90 bid; Sept., \$6.70@6.99; Oct., \$6.35@6.57; Nov., \$6.25@6.45; Dec., \$6.20@6.40; Jan., \$6.25@6.40.

Tallow.

Tallow, extra, 3% c.

Stearine.

Stearine, 8 1/4 c.

Friday's General Markets.

New York, July 24, 1931. — Lard, prime western, \$8.20@8.30; middle western, \$7.05@8.05; city, 7%@7 1/4 c; refined continent, 8 1/2 c; South American, 8 1/2 c; Brazil kegs, 9 1/2 c; compound, 10 1/2 c.

EGYPTIAN CASINGS BARRED.

Casings imported from Egypt through foreign certification will no longer be acceptable. All animal casings leaving Egypt after August 1, 1931, must be disinfected before they can enter trade channels in the United States.

This ruling is provided in a letter from the Chief of the U. S. Bureau of Animal Industry to meat inspectors, dated June 25, 1931, the full text of which follows: "The permission granted in Circular Letter No. 1616, dated May 15, 1929, for the importation through foreign certification of animal casings from Egypt, is hereby revoked. All animal casings which leave Egypt on and after August 1, 1931, shall be disinfected as required by previous instructions as a condition for admission into the United States."

MAY EGG EXPORTS DECLINE.

May exports of eggs in the shell totaled 1,601,587 doz., compared with 2,725,161 doz. last May. For the five months ending with May, exports amounted to 5,330,485 doz., compared with 8,904,130 doz. in the 1930 period.

Only small quantities of eggs and yolks frozen, dried or canned were exported, amounting in May to 2,999 lbs., compared with 10,132 lbs. last May and 122,170 lbs. for the five months ended with May, 1931, compared with 44,694 in the 1930 period.

Imports of eggs in the shell during May, 1931, were 22,917 doz., compared

with 19,384 doz. last May and 126,599 doz. for the five months ended with May, 1931, compared with 143,868 for the five months' period of 1930.

A decline of more than 50 per cent

took place in the import of dried and frozen whole eggs, yolks and egg albumen. In May, 1931, the import of these products totaled 1,112,192 lbs., compared with 2,404,142 a year ago and for the five months of 1931, 4,291,424 lbs., compared with 8,787,359 lbs. in the 1930 period.

Wholesale and Retail Meat Prices Compared

New York Meat Prices.

Wholesale and retail meat prices at New York City for the week ending July 18, compared to the previous week and the same week a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

WHOLESALE.							WHOLESALE.								
BEEF AND VEAL.							BEEF AND VEAL.								
	Week July 18, 1931.	Week July 11, 1931.	Week July 19, 1930.		Week July 18, 1931.	Week July 11, 1931.	Week July 19, 1930.		Week July 18, 1931.	Week July 11, 1931.	Week July 19, 1930.				
Steer—	550-700 lbs., Choice	\$14.25	\$13.95	\$17.00	Steer—	550-700 lbs., Choice	\$14.15	\$13.05	\$16.65	Steer—	550-700 lbs., Choice	\$14.15	\$13.05		
	Good	13.15	12.80	16.10		Good	13.00	12.05	15.50		Good	13.00	12.05		
700 lbs. up,	Choice	13.55	13.35	16.55	700 lbs. up,	Choice	12.50	11.60	16.30	700 lbs. up,	Choice	12.50	11.60		
	Good	12.75	12.30	15.95		Good	11.90	11.10	15.30		Good	11.90	11.10		
500 lbs. up,	Medium	11.30	10.30	13.80	500 lbs. up,	Medium	11.00	10.50	14.90	500 lbs. up,	Medium	11.00	10.50		
	Common	9.60	8.55	12.40		Common	10.00	9.35	13.15		Common	10.00	9.35		
Cow—	Good	10.25	10.00	13.25	Cow—	Good	9.50	8.50	13.00	Cow—	Good	9.50	8.50		
	Medium	8.75	8.45	11.15		Medium	8.50	7.50	11.50		Medium	8.50	7.50		
	Common	7.30	7.20	10.25		Common	7.50	6.50	10.50		Common	7.50	6.50		
Veal carcasses (skin on):	Choice	19.60	16.40	24.30	Veal carcasses (skin on):	Choice	15.60	14.20	21.20	Veal carcasses (skin on):	Choice	15.60	14.20		
	Good	17.40	14.20	22.90		Good	14.60	12.80	19.20		Good	14.60	12.80		
	Medium	15.40	11.50	20.90		Medium	12.60	11.10	17.60		Medium	12.60	11.10		
	Common	13.50	9.30	18.60		Common	10.60	9.60	16.20		Common	10.60	9.60		
LAMB.															
38 lbs. down,	Choice	22.50	18.40	25.80	38 lbs. down,	Choice	22.00	18.80	24.00	38 lbs. down,	Choice	22.00	18.80		
	Good	21.10	16.80	24.30		Good	20.00	16.60	22.40		Good	20.00	16.60		
	Medium	18.80	14.40	20.00		Medium	17.50	13.90	19.40		Medium	17.50	13.90		
39-45 lbs.,	Choice	22.00	18.40	24.80	39-45 lbs.,	Choice	22.00	18.80	24.00	39-45 lbs.,	Choice	22.00	18.80		
	Good	20.10	16.80	23.80		Good	20.00	16.60	22.40		Good	20.00	16.60		
	Medium	18.40	14.00	20.00		Medium	17.50	13.90	19.40		Medium	17.50	13.90		
PORK CUTS.															
Fresh—	Loins.			Fresh—			Loins.			Fresh—			Loins.		
	8-10 lbs. av.	22.80	18.50	27.60		8-10 lbs. av.	21.70	21.20	23.40		8-10 lbs. av.	21.70	21.20		
10-12 lbs. av.	21.80	17.50	26.40	10-12 lbs. av.	20.70	20.30	22.30	10-12 lbs. av.	20.70	20.30	22.30	10-12 lbs. av.	20.70	20.30	
12-15 lbs. av.	19.20	14.20	23.20	12-15 lbs. av.	15.60	16.50	18.30	12-15 lbs. av.	15.60	16.50	18.30	12-15 lbs. av.	15.60	16.50	
16-22 lbs. av.	16.00	12.00	17.70	16-22 lbs. av.	11.50	11.35	13.45	16-22 lbs. av.	11.50	11.35	13.45	16-22 lbs. av.	11.50	11.35	
Shoulders, N. Y. style skinned.															
8-12 lbs. av.	12.45	11.50	16.40	8-12 lbs. av.	11.30	10.80	15.00	8-12 lbs. av.	11.30	10.80	15.00	8-12 lbs. av.	11.30	10.80	
Cured—	Hams, smoked, Reg. No. 1.			Cured—			Hams, smoked, Reg. No. 1.			Cured—			Hams, smoked, Reg. No. 1.		
	12-14 lbs. av.	20.75	20.00	26.00		12-14 lbs. av.	21.00	20.50	25.00		12-14 lbs. av.	21.00	20.50		
14-16 lbs. av.	20.00	19.25	25.25	14-16 lbs. av.	19.50	18.00	25.00	14-16 lbs. av.	19.50	18.00	25.00	14-16 lbs. av.	19.50	18.00	
Hams, smoked, skinned, No. 1.															
16-18 lbs. av.	19.75	20.25	27.00	16-18 lbs. av.	19.50	19.50	28.00	16-18 lbs. av.	19.50	19.50	28.00	16-18 lbs. av.	19.50	19.50	
18-20 lbs. av.	19.50	19.75	26.00	18-20 lbs. av.	18.50	18.50	27.25	18-20 lbs. av.	18.50	18.50	27.25	18-20 lbs. av.	18.50	18.50	
Bacon, smoked, No. 1, dry cure.															
8-10 lbs. av.	24.35	23.75	29.62	8-10 lbs. av.	23.50	23.50	29.50	8-10 lbs. av.	23.50	23.50	29.50	8-10 lbs. av.	23.50	23.50	
Bacon, No. 1, S. P. cure.															
8-10 lbs. av.	19.40	19.00	23.75	8-10 lbs. av.	18.00	18.00	23.50	8-10 lbs. av.	18.00	18.00	23.50	8-10 lbs. av.	18.00	18.00	
10-12 lbs. av.	18.25	18.25	23.75	10-12 lbs. av.	17.50	17.50	22.00	10-12 lbs. av.	17.50	17.50	22.00	10-12 lbs. av.	17.50	17.50	
LARD.															
Refined, tubs.	9.62	10.12	11.62	Refined, tubs.	8.25	9.25	10.50	Refined, tubs.	8.25	9.25	10.50	Refined, tubs.	8.25	9.25	
RETAIL.															
(Mostly cash and carry—good grade).															
BEEF.															
July 15, 1931.		July 1, 1931.	July 15, 1930.	per pound	July 18, 1931.		July 11, 1931.	July 15, 1930.	per pound	July 18, 1931.		July 11, 1931.	July 15, 1930.		
Porterhouse steak...	.445	.42	.525		Porterhouse steak...	.36	.36	.465		Porterhouse steak...	.36	.36	.465		
Sirloin steak...	.406	.37	.46		Sirloin steak...	.36	.36	.425		Sirloin steak...	.36	.36	.425		
Round steak...	.36	.345	.45		Round steak...	.34	.34	.365		Round steak...	.34	.34	.365		
Rib roast, 1st cut...	.295	.295	.365		Rib roast, 1st cut...	.225	.225	.30		Rib roast, 1st cut...	.225	.225	.30		
Chuck roast...	.203	.205	.26		Chuck roast...	.21	.21	.225		Chuck roast...	.21	.21	.225		
Plate beef...	.12	.12	.19		Plate beef...	.095	.095	.135		Plate beef...	.095	.095	.135		
LAMB.															
Legs...	.265	.27	.325		Legs...	.235	.235	.285		Legs...	.235	.235	.285		
Loin chops...	.40	.425	.60		Loin chops...	.425	.425	.475		Loin chops...	.425	.425	.475		
Rib chops...	.35	.36	.46		Rib chops...	.425	.425	.475		Rib chops...	.425	.425	.475		
Stewing...	.115	.11	.15		Stewing...	.16	.16	.165		Stewing...	.16	.16	.165		
PORK.															
Chops, center cuts...	.315	.305	.36		Chops, center cuts...	.30	.30	.39		Chops, center cuts...	.30	.30	.39		
Bacon, strips...	.31	.31	.36		Bacon, strips...	...	...	...		Bacon, strips...	...	...	...
Bacon, sliced...	.355	.365	.43		Bacon, sliced...	...	...	...		Bacon, sliced...	...	...	...
Hams, whole...	.235	.25	.30		Hams, whole...	.225	.225	.29		Hams, whole...	.225	.225	.29		
Picnics, smoked...	.17	.165	.23		Picnics, smoked...	.16	.16	.215		Picnics, smoked...	.16	.16	.215		
LARD.															
Lard...	.10	.10	.145		Lard...	.06	.06	.10		Lard...	.06	.06	.10		
VEAL.															
Cutlets...	.45	.44	.575		Cutlets...	.38	.38	.575		Cutlets...	.38	.38	.575		
Chops...	.375	.375	.48		Chops...	.34	.34	.48		Chops...	.34	.34	.48		
Stewing...	.175	.175	.215		Stewing...	.135	.135	.215		Stewing...	.135	.135	.215		

July 25, 1931

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., July 23, 1931.

CATTLE—Compared with a week ago: Fed yearlings, 25@50c higher, heifer and mixed yearlings sharing advance; mediumweight and weighty steers, fully 50c up, instances 75c higher; fat she stock steady to strong; cutter cows, strong to 25c higher; bulls, 10@15c higher; vealers, about 50c higher. Extreme top fed yearling steers, \$9.10; weighty steers, \$8.65; big weights, \$8.15; heifer yearlings, \$8.85. Demand was very active for strictly grainfed steers and yearlings, the price spread between these and grassy offerings widening as the week closed. Receipts for the week were smaller, and the proportion well finished steers and yearlings relatively smaller, the supply grassers and shortfeds expanding. This led to discrimination against lower grades.

HOGS—Compared with a week ago: Weights below 250 lbs. about steady; heavier weights, unevenly weak to 25c lower; packing sows, weak to 15c off. Lighter receipts were the main supporting factor. Slow demand had a weakening influence, particularly on heavies and packing sows. Week's top, \$7.85; late top, \$7.75; late bulk, 170 to 220 lbs., \$7.50@7.70; 230 to 280 lbs., \$6.40 @7.50; 290 to 350 lbs., \$5.50@6.35; light lights, \$7.25@7.60; pigs, \$6.50@7.25; plain kinds, down to \$5.50; packing sows, 325 to 450 lbs., \$4.35@5.25; lightweights, to \$5.65; heavies, down to \$4.00.

SHEEP—Compared with a week ago: Fat lambs and yearlings, unevenly 25@75c lower, inbetween grades off most; slaughter ewes, about 25c down. Week's top on native lambs, \$8.00; best rangers, \$7.75, paid early and also at close. Today's bulks: Good and choice native lambs, \$7.00@7.50; few, \$7.75; compar-

able grade rangers, \$7.00@7.75; native bucks, \$6.00@6.50; throwouts, \$4.00@5.00; range throwouts, \$5.50 and \$5.75 to killers; strictly choice yearlings, \$6.25; fat native ewes, \$2.00@3.25.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., July 23, 1931.

CATTLE—Trade this week was featured by a 25 to mostly 50c price advance on lightweight fed steers and yearlings. Matured fed steers and grassers, after opening the week slow, closed on a strong to 25c higher basis. Choice 843-lb. to 951-lb. yearling steers and 622-lb. heifers topped at \$8.75. Bulk of fed steers and yearlings sold from \$6.75@8.25; best steers cleared at \$8.00, and other strongweight natives were most numerous at \$7.00@7.50. Common to medium western steers bulked at \$4.25@6.25. Grass fat she stock moved slowly at steady to easier values, and steady values were maintained on bulls. Vealers and calves were weak to 50c lower. The practical vealer top was \$6.50.

HOGS—Weights averaging downward from 270 lbs. are 15@25c higher than a week ago, and the heavier weights are strong to 10c higher. Shippers today paid up to \$7.60 for 180- to 220-lb. weights, while bulk of 150- to 250-lb. lots sold from \$7.10@7.50. Most 260- to 290-lb. kinds went at \$6.25@7.10, and \$6.10@6.25 secured 300- to 320-lb. averages. Packing sows are 25c lower, with late sales from \$4.25@5.10.

SHEEP—Fat lambs were tendered a decline of 25@35c, but mature killing classes of sheep were in limited supply and unchanged. Choice Colorado lambs topped at \$7.15, while the better grades of native lambs throughout the week sold from \$6.75@7.00. Odd lots of ewes ranged downward from \$3.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, July 23, 1931.

CATTLE—Light steers, yearlings and heifers are 25@50c higher, while medium weight steers and heavies are strong to 25c higher; grain-fed cows steady; medium grade, 25c lower; bulls, weak to 25c lower; vealers and calves, 50c higher. Top for the week, \$9.00, was paid for strictly choice yearlings 784 to 986 lbs., while best medium weight steers cashed at \$8.60 and best heavy steers at \$7.75. Bulk fed steers and yearlings, all weights, \$7.25@8.25. Top on yearling heifers, \$8.65; bulk fed heifers, \$6.75@8.25; grass cows, \$8.50@5.75; grain-feds, up to \$6.25, cutter grades, \$2.25@3.50, medium bulls, \$3.50@4.00. Top on vealers was \$7.00, a few selects and heavy calves up to \$7.50.

HOGS—Receipts continued liberal, with price range the widest for the season. Medium weight and light butchers are 15@25c higher; heavy butchers and weighty packing sows, 15@25c lower. On Thursday, top reached \$7.40, with the following bulks: 160 to 240 lbs., \$6.75@7.35; 240 to 280 lbs., \$5.75@6.75; 280 to 375 lbs., \$5.00@5.75; packing sows, \$4.10@5.40; stags, \$3.75@4.75.

SHEEP—Liberal receipts resulted in a 50c break on lambs and yearlings, with matured sheep steady for the period. Thursday's bulk and top on range lambs was \$7.00. Fed clipped lambs cashed at \$7.00; native lambs, mostly \$6.75 down; medium grade, \$5.00@5.50; common, down to \$4.00. Range yearlings found release at \$4.50@5.00; good and choice ewes, \$2.25@3.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., July 23, 1931.

CATTLE—All classes of slaughter cattle showed strength, but heavy steers made the most progress, and grassers encountered the greatest opposition from buyers. Slaughter steers, yearlings and she stock generally finished 25@50c higher than a week earlier; bulls about steady; vealers and calves, 50c higher. The load-lot top reached \$8.65 for choice 1,028-lb. steers, although a part load brought \$8.75 today. Straight heifers topped at \$8.50; best 1,250-lb. steers, \$7.50; 1,400-pounders, \$7.35. Bulk of fed steers and yearlings brought \$7.00@8.40; most straight grassers, \$4.35@5.65. Most fat heifers brought \$7.40@8.00; beef cows, \$3.25@4.50; top vealers, \$6.50.

HOGS—Most butcher hogs show steady; extreme heavies, 15@25c lower; sows, 25@75c lower for the week. Top today was \$7.50; bulk offerings, 240 lb. down, \$7.25@7.50; 250 to 300 lbs., \$6.10@7.00; 325 to 350 lbs., \$5.75@6.00; sows, mostly \$4.00@5.25.

SHEEP—A slow weak market prevailed for lambs in the face of largest supplies in a number of weeks. The market, which was temporarily bullish a week ago, has dropped back 25@50c, most range lambs selling in a spread of \$7.00@7.25. Top, \$7.25; best natives, \$7.00; bulk, \$5.50@7.00. Receipts still carry an over large number of inbetween and low grade natives. Several loads of fat ewes brought \$3.25, a 25c advance over the week before.

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KENNETH MURRAY
LIVE STOCK BUYING ORGANIZATION

THE NATIONAL PROVISIONER

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 23, 1931.

CATTLE—Compared with a week ago: Fat light weight steers and yearlings, 25c higher; other native steers, western steers and medium bulls, steady to 25c lower. Mixed yearlings and heifers, 25c higher; all cows steady; veal ears, \$1.00 higher. Bulk of native steers brought \$6.25@8.35, with top yearlings \$8.90 and choice heavy steers \$7.50. Most western steers scored \$5.25@6.35; fat mixed yearlings and heifers, largely \$7.75@8.75, with top mixed yearlings \$9.00 and best heifers \$8.75. Most medium fleshed mixed and heifers earned \$6.50@7.00; cows, principally \$3.75@4.75; top, \$6.00; low cutters, \$2.00@2.25. Top medium bulls claimed \$4.25 today; top vealers, \$8.50.

HOGS—Declines early in the week were practically recovered, and hog prices wound up steady to strong. Top prices reached \$7.90, with bulk of 140- to 270-lb. descriptions at \$7.25@7.85; sows, mostly \$4.50@5.50.

SHEEP—Lamb prices ruled 25@50c lower for the Thursday to Thursday period, bulk of lambs selling late at \$7.00 to packers, with city butchers paying upward to \$7.50 for choice kinds. Buck lambs earned \$6.00 mostly; throw-outs, \$3.50; fat ewes, \$1.50@3.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., July 23, 1931.

CATTLE—Urgent buying demands developed fully 25c higher yearling and light weight steer values, while call for medium and heavy weight beefeves appeared extremely indifferent, and weak to 25c lower price schedules were inaugurated. Choice light yearlings made \$8.25@8.50 freely, with sales largely \$7.00@8.00. Matured steers cashed at \$7.35 down, and the bulk dropped to \$6.25. Heifers advanced fully 25c, and other stock ruled steady. Choice light heifers topped at \$8.35, and cows

bulked at \$3.50@4.50. Bulls and vealers strengthened. Medium grade bulls reached \$4.25 readily, and the practical vealer top advanced to \$6.50.

HOGS—Demand centered on best medium and light butchers, and these sold steady to 10c higher, while weightier kinds continued slow with values steady for the week. Better grade butchers, 230-lbs. down, brought mostly \$7.00@7.25; top, \$7.35. Most 240 to 260 lbs. turned at \$6.00@6.75, and weightier kinds largely at \$5.25@6.00. Packing sows sold 15@25c lower, with the bulk \$4.25@5.25; best lights, \$5.35.

SHEEP—Despite determined resistance, fat lamb prices dipped close to the season's low when best offerings brought \$7.15 late, 25@50c under a week ago. Shipping demand, however, strengthened the undertone, and both range and native lambs bulked \$6.75@7.00. Aged sheep ruled strong. Fat ewes sold mostly \$2.00@3.00, and scattered bunches of yearlings cashed \$4.50 down. Choice handy-weights were quotable to \$5.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., July 22, 1931.

CATTLE—Moderated receipts at all markets made for a steady to strong market compared with last Wednesday. Choice yearlings at \$8.50 set a new carlot top since April, bulk of all fed yearlings centering at \$7.50@8.25; matured steers, \$6.50@7.50; grassy natives, \$5.00@6.00. Beef cows centered at \$3.25@4.50; heifers, \$4.25@6.25; fed yearlings, to \$8.35; cutters, \$2.25@3.00; bulls, \$4.00@4.25. Vealers averaged steady, medium to choice kinds selling from \$5.00@7.50.

HOGS—Declines have featured the hog trade throughout, light weights averaging 10c lower; butchers, 25c off; sows, 25@40c down. Better 140- to 225-lb. weights sold today at \$7.00@7.25; most 225- to 260-lb. weights, \$6.00@7.00; heavier averages, down to \$5.00; sows, largely \$4.50@4.85.

SHEEP—Fat lamb prices have worked 50c lower during the period, fat natives selling today at \$5.50@6.50, choice kinds being held around \$7.00. Throwouts went at \$3.50.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., July 23, 1931.

Compared with a week ago, hogs scaling 240 lbs. down unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota are about steady; heavier weights, including packing sows, 10@25c lower. Marketings were unusually light and packers were active buyers of the few offered for sale. Late bulk of 170 to 220 lbs., \$6.75@7.10; 230 to 250 lbs., \$6.50@6.85; 260 to 280 lbs., \$6.00@6.50; heavier weights, down to \$5.00; packing sows, \$3.75@5.00.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants for week ended Thursday, July 23, with comparisons:

	This week.	Last week.
Friday, July 17	21,200	21,400
Saturday, July 18	23,200	23,900
Monday, July 20	43,100	43,300
Tuesday, July 21	9,400	9,500
Wednesday, July 22	8,800	13,100
Thursday, July 23	7,200	14,800

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive gains.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, July 17, 1931:

	Week ended July 17.	Prev. week, 1930.	Cor.
Chicago	93,536	72,177	123,186
Kansas City, Kan.	11,456	21,586	21,405
Omaha	33,746	45,687	54,434
East. St. Louis	41,303	36,319	47,002
Sioux City	19,407	20,603	30,078
St. Paul	11,113	20,243	33,477
St. Joseph	33,549	19,060	15,255
Indianapolis	14,282	11,070	18,698
New York and J. C.	34,627	17,042	24,241
Total	334,719	268,846	372,947

*Includes St. Louis, Mo.

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Commission Buyer of Live Stock

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July 25, 1931.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 18, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,178	3,167	19,218
Swift & Co.	4,187	1,974	19,850
Wilson & Co.	4,055	3,562	9,751
Morris & Co.	1,829	686	3,415
Anglo-Amer. Prov. Co.	1,506	642	...
G. H. Hammond Co.	1,888	841	...
Libby, McNeil & Libby.	517	...	...
Brennan Packing Co.	6,227	hogs;	Independent Packing Co. 6,697 hogs; Boyd, Lamham & Co. 696 hogs; Hygrade Food Products Corp. 5,192 hogs; Agar Packing Co. 4,261 hogs; others, 25,128 hogs.
Total:	Cattle, 19,760; calves, 13,265; hogs, 53,068; sheep, 52,234.		

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,620	1,570	2,862
Cudahy Pkg. Co.	2,620	1,041	4,460
Fowler Pkg. Co.	490	...	...
Morris & Co.	2,067	628	2,813
Swift & Co.	2,592	2,908	4,821
Wilson & Co.	2,873	1,857	3,378
Others	1,525	203	40
Total	14,487	8,306	18,383

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	6,868	13,710	12,636
Cudahy Pkg. Co.	4,075	13,200	13,079
Dold Pkg. Co.	1,157	7,042	...
Morris & Co.	2,337	6,138	5,355
Swift & Co.	6,177	11,943	14,279
Eagle Pkg. Co. 37 cattle; Geo. Hoffman Pkg. Co. 32 cattle; Mayerowich Pkg. Co. 1, Omaha Pkg. Co. 84 cattle; J. Rife Pkg. Co. 5 cattle; J. Roth & Sons, 67 cattle; So. Omaha Pkg. Co. 43 cattle; Lincoln Pkg. Co. 272 cattle; Sinclair Pkg. Co. 453; Wilson & Co. 767 cattle.			
Total:	Cattle, 23,316; hogs, 84,623; sheep, 45,349.		

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,288	1,543	3,450	6,817
Swift & Co.	2,276	2,550	2,214	6,289
Morris & Co.	459	1,011	...	874
East Side Pkg. Co.	805	...	1,248	730
American Pkg. Co.	107	204	2,045	267
Krey Pkg. Co.	9,006	4,432	20,992	2,962
Shippers	3,470	616	11,964	...
Total	18,411	10,486	43,718	17,829

Not including 4,264 cattle, 2,871 calves, 31,198 hogs and 2,962 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,081	501	6,878	11,438
Armour and Co.	2,844	487	6,868	6,471
Others	1,370	5	7,680	222
Total	6,205	983	21,426	18,131

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,091	118	15,030	5,491
Armour and Co.	3,453	127	14,564	6,061
Swift & Co.	2,233	113	7,695	4,143
Smith Bros.	4,476	6	18,876	...
Shippers	287	34	22	...
Total	13,560	398	56,187	15,695

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,527	857	691	563
Wilson & Co.	1,634	934	724	559
Others	146	45	594	...
Total	3,807	1,836	2,006	1,122

Not including 290 cattle and 553 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	765	420	975	1,176
Jacob Dold Pkg. Co.	624	35	740	35
Wichita D. B. Co.	36	...	...	...
Dunn Ostertag	133	...	...	...
Keeffe-Le Stourgeon	38	...	...	...
Fred W. Dold	106	...	212	...
Total	1,732	455	1,927	2,121

Not including 4,127 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,111	145	1,836	5,834
Armour and Co.	886	145	1,237	5,172
Blayney-Murphy Co.	415	103	1,380	241
Others	1,564	640	1,095	2,998
Total	3,976	1,033	5,528	14,245

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,179	3,551	11,614	1,746
Cudahy Pkg. Co.	390	1,034	...	...
Swift & Co.	3,234	5,153	18,064	3,973
United Pkg. Co.	2,032	132	...	16
Others	929	82	9,776	...

Total 8,764 9,952 39,454 5,735

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,477	5,460	6,321	1,834
R. Guzman & Co.	108	166	95	90
Armour and Co.	520	2,742	...	...
Shippers	420	62	90	44
Others	313	311	94	604

Total 2,844 8,741 6,600 2,558

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	3	...	457	...
E. Kahn's Sons Co.	1,278	320	5,076	4,856
Kroger G. & B. Co.	34	133	204	...
J. Lohrey Pkg. Co.	5	...	252	...
H. H. Meyer Pkg. Co.	20	204	1,674	...
A. Sander Pkg. Co.	8	...	957	...
J. & F. Schrotz Co.	17	...	1,446	...
J. Schlachter & Sons	188	243	1,198	...
John F. Stegner	104	273	317	...
Idel Pkg. Co.	12	...	456	...
Shippers	109	858	1,620	23,532
Others	1,116	565	617	614

Total 4,241 8,067 21,266 9,946

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	20,419	34,033	27,724	...
Kansas City	14,487	12,851	18,223	...
Omaha	23,316	21,455	24,468	...
St. Louis	22,415	15,385	12,674	...
St. Joseph	20,264	10,585	4,450	...
Sioux City	13,560	10,555	11,398	...
Oklahoma City	3,597	1,903	3,611	...
Wichita	1,732	955	1,743	...
Denver	3,976	3,180	2,189	...
St. Paul	8,764	8,391	10,007	...
Milwaukee	2,844	1,973	2,714	...
Cincinnati	4,241	3,464	4,487	...

Total 139,707 124,786 180,085

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	53,068	52,456	59,341	...
Kansas City	8,306	7,363	18,046	...
Omaha	84,623	77,469	81,577	...
St. Louis	74,916	78,857	21,336	...
St. Joseph	21,426	20,705	28,405	...
Sioux City	56,187	47,203	46,281	...
Oklahoma City	2,562	2,635	2,354	...
Wichita	6,024	3,078	5,896	...
Denver	5,528	5,645	4,287	...
St. Paul	32,344	37,584	39,006	...
Milwaukee	6,606	6,501	9,970	...
Cincinnati	18,735	19,437	15,135	...

Total 398,734 384,523 350,050

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	48,227	51,765	63,348	...
Kansas City	18,383	13,427	28,298	...
Omaha	45,349	38,068	44,659	...
St. Louis	20,881	14,667	18,193	...
St. Joseph	18,131	13,483	23,091	...
Sioux City	15,695	16,614	16,645	...
Oklahoma City	1,122	769	1,702	...
Wichita	1,211	507	2,046	...
Denver	14,245	7,356	16,192	...
St. Paul	5,735	8,033	4,320	...
Milwaukee	2,558	1,505	1,435	...
Cincinnati	9,946	7,581	5,846	...

Total 238,439 176,806 237,627

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 13	15,627	3,065	45,982	10,622
Tues., July 14	8,068	3,771	17,175	9,905
Wed., July 15	10,565	2,763	12,856	11,900
Thurs., July 16	6,804	2,081	17,632	11,900
Sat., July 18	600	300	8,000	8,118

This week 12,742 68 25,996 5,266

Previous week 13,260 57 27,044 11,936

Year ago 12,171 66 30,921 5,118

Two years ago 10,561 311 24,791 5,117

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs

July 25, 1931.

RECEIPTS AT CENTERS

SATURDAY, JULY 18, 1931.

	Cattle	Hogs	Sheep	
Chicago	600	8,000	4,000	
Kansas City	100	500	400	
Omaha	1,000	5,000	4,000	
St. Louis	600	4,000	300	
St. Joseph	100	1,200	1,000	
Sioux City	500	4,000	500	
St. Paul	100	1,200	600	
Oklahoma City	100	400	200	
Fort Worth	300	500	1,600	
Milwaukee	100	100	200	
Denver	200	...	1,500	
Louisville	100	100	400	
Wichita	200	700	100	
Indianapolis	100	1,000	100	
Pittsburgh	500	500	300	
Cincinnati	100	800	1,300	
Buffalo	200	600	100	
Cleveland	300	300	100	
Nashville	100	200	700	

MONDAY, JULY 20, 1931.

	Cattle	Hogs	Sheep	
Chicago	16,000	40,000	18,000	
Kansas City	11,000	4,000	6,000	
Omaha	9,000	15,000	17,000	
St. Louis	5,100	9,500	3,000	
St. Joseph	1,900	4,000	4,500	
Sioux City	5,000	10,000	7,000	
St. Paul	6,000	13,500	2,500	
Oklahoma City	2,000	900	200	
Fort Worth	2,400	1,000	6,000	
Milwaukee	500	2,000	300	
Denver	300	1,300	3,800	
Louisville	200	700	300	
Wichita	1,500	300	800	
Indianapolis	300	3,000	321	
Pittsburgh	600	1,500	3,000	
Cincinnati	1,300	1,500	4,200	
Buffalo	1,300	4,500	3,200	
Cleveland	900	2,400	2,000	
Nashville	400	900	500	

TUESDAY, JULY 21, 1931.

	Cattle	Hogs	Sheep	
Chicago	5,000	19,000	10,000	
Kansas City	6,000	2,500	3,000	
Omaha	6,500	9,000	17,000	
St. Louis	4,800	8,000	2,500	
St. Joseph	800	4,000	3,500	
Sioux City	3,000	9,000	6,000	
St. Paul	1,900	5,500	1,000	
Oklahoma City	800	800	300	
Fort Worth	2,500	300	3,200	
Milwaukee	300	1,500	3,000	
Denver	200	1,300	...	
Louisville	200	3,000	100	
Wichita	200	2,500	400	
Indianapolis	800	5,000	1,800	
Pittsburgh	100	200	200	
Cincinnati	500	1,600	4,000	
Buffalo	100	500	900	
Cleveland	200	1,300	600	
Nashville	300	400	200	

WEDNESDAY, JULY 22, 1931.

	Cattle	Hogs	Sheep	
Chicago	10,000	13,000	9,000	
Kansas City	4,000	3,500	5,000	
Omaha	7,000	9,000	11,000	
St. Louis	2,500	6,500	2,000	
St. Joseph	2,100	3,500	5,000	
Sioux City	3,100	7,000	2,500	
St. Paul	2,300	800	1,500	
Oklahoma City	800	400	300	
Fort Worth	2,500	4,000	3,500	
Milwaukee	1,500	4,000	4,000	
Denver	200	700	600	
Louisville	300	300	200	
Wichita	500	1,200	400	
Indianapolis	1,000	4,000	1,500	
Pittsburgh	100	900	1,000	
Cincinnati	300	1,800	4,000	
Buffalo	200	1,300	1,500	
Cleveland	500	800	900	
Nashville	200	400	500	

THURSDAY, JULY 23, 1931.

	Cattle	Hogs	Sheep	
Chicago	5,500	14,000	10,000	
Kansas City	2,000	2,500	3,000	
Omaha	4,000	10,000	15,000	
St. Louis	2,200	6,500	2,000	
St. Joseph	900	2,500	4,500	
Sioux City	2,500	9,000	7,500	
St. Paul	1,000	5,500	1,000	
Oklahoma City	600	600	200	
Fort Worth	1,500	2,000	300	
Milwaukee	500	1,800	200	
Denver	500	1,800	1,000	
Louisville	300	500	1,500	
Wichita	200	1,000	100	
Indianapolis	400	4,000	2,000	
Pittsburgh	100	600	1,000	
Cincinnati	300	500	3,700	
Buffalo	100	1,400	800	
Cleveland	300	1,000	400	
Nashville	100	100	800	

FRIDAY, JULY 24, 1931.

	Cattle	Hogs	Sheep	
Chicago	2,000	11,000	7,000	
Kansas City	700	2,000	2,000	
Omaha	1,000	10,000	7,000	
St. Louis	1,000	6,000	1,000	
St. Joseph	400	3,000	5,500	
Sioux City	2,000	8,500	2,500	
St. Paul	1,000	5,500	1,200	
Oklahoma City	600	600	200	
Fort Worth	1,500	200	2,100	
Milwaukee	300	400	700	
Denver	100	300	5,500	
Louisville	200	500	1,500	

THE NATIONAL PROVISIONER

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended July 18, 1931, with comparisons:

CATTLE.

	Week ended July 18.	Prev. week.	Cor. week.
Chicago	29,419	28,024	27,734
Kansas City	14,487	12,853	23,000
Omaha	22,082	17,980	22,000
St. Louis	15,450	9,766	12,574
St. Joseph	10,433	6,343	7,118
Sioux City	10,073	6,960	10,628
Wichita	2,187	1,121	2,374
Fort Worth	6,582	6,086	5,650
Philadelphia	1,742	1,728	1,850
Indianapolis	1,495	1,495	1,387
New York & Jersey City	9,138	8,695	8,880
Oklahoma City	5,433	2,910	6,330
Cincinnati	4,350	3,014	4,512
Denver	2,796	2,600	2,468

Total 131,266 119,544 130,971

HOGS.

	Week ended July 18.	Prev. week.	Cor. week.
Chicago	93,245	74,739	122,188
Kansas City	8,306	7,363	15,046
Omaha	52,127	47,028	63,128
St. Louis	22,726	24,649	21,326
St. Joseph	14,078	18,246	17,314
Sioux City	33,463	24,293	28,311
Wichita	6,054	3,578	5,988
Fort Worth	14,154	1,934	12,744
Philadelphia	13,521	10,678	17,344
Indianapolis	9,944	11,521	16,003
New York & Jersey City	24,438	30,928	30,787
Oklahoma City	2,562	2,335	3,435
Cincinnati	14,190	17,302	17,760
Denver	5,150	5,833	4,574

Total 317,753 276,691 332,829

SHEEP.

	Week ended July 18.	Prev. week.	Cor. week.
Chicago	48,227	40,601	63,346
Kansas City	18,583	13,427	28,322
Omaha	18,351	33,821	44,210
St. Louis	13,860	11,357	11,319
St. Joseph	17,900	13,248	22,267
Sioux City	15,885	16,230	14,340
Wichita	1,211	507	2,046
Fort Worth	25,917	3,124	17,731
Philadelphia	10,788	7,371	13,731
Indianapolis	1,708	1,410	1,211
New York & Jersey City	86,606	73,950	84,486
Oklahoma City	1,122	6,769	1,730
Cincinnati	10,815	3,247	4,565
Denver	4,127	3,501	5,687

Total 298,911 231,041 304,758

TO MARK MILITARY HOME MEAT.

All meat going to U. S. military homes after July 1 will carry a special stamp, as this meat will be inspected by the U. S. Bureau of Animal Industry, each inspector being provided with such stamps. The practice in the past has been to have meat intended for these homes inspected by representatives of the Bureau of Agricultural Economics, and if this was not feasible the meat was shipped subject to inspection at the home upon arrival.

B. A. I. inspectors located throughout the country have been notified of this new ruling and will be prepared to use this special imprint. In future, specifications covering the meat going to these homes will be the "federal master specifications" rather than the "Veterans Bureau specifications" which have been used in the past. These homes now come under the U. S. Bureau of Military Homes, which is under the same administration as the Veterans Bureau, but meat purchases are made under different specifications.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended July 18, 1931:

Week ended	New York.	Boston.	Phil.
July 18, 1931	11,471	...	...
July 11, 1931	27,481	...	10,260
July 3, 1931	18,734	253	150
June 27, 1931	12,181	...	8,323
To date, 1931	444,543	47,974	197,015
July 19, 1930	14,003	20,427	19,158
July 12, 1930	13,896	...	545
To date, 1930	1,069,257	579,955	366,229

Hide and Skin Markets

Chicago.

PACKER HIDES—There was a good trade at steady prices this week in branded hides of all descriptions, these being taken principally by sole leather tanners. Late in the week, some extreme light native steers also moved to the same outlet. The total movement for the week is estimated around 65,000 hides, running well to straight July take-off but with a few Junes included in some instances. The market appears generally firm. Native steers have not moved, but these were well cleaned up the previous week.

Light native cows did not move to any extent in the spot market and these have been the only sluggish selection on the list. Upper leather tanners have been rather slow to replenish their stocks, and with the good demand for sole leather descriptions it has been expected that light cows would eventually find an outlet in that direction. Prices on the Hide Exchange sagged during the week around a half-cent and the announcement by one packer that only a few late July light cows were available, whereas liberal stocks had been thought to be held in that direction, led to the belief that some light cows had been sold for delivery on the Exchange.

Native steers were inactive, with buyers' ideas 12c and killers asking 12½c; last sales to tanners were at inside price, with a car moved late last week for Exchange purposes at 12½c. About 6,000 July extreme native steers went to a sole leather outlet at 12c, steady.

Butt branded steers moved early at 12c for about 9,000, mostly Julys. About 15,000 Colorados, mostly Julys, sold at 11½c. About 7,000 heavy Texas steers sold at 12c for Julys, and 1,500 June-July light Texas steers brought 11½c, all steady prices. These descriptions continue in good demand and well sold up. Extreme light Texas steers quota-bled at 11c last paid.

Heavy native cows last sold at 11½c to tanners for June-July take-off; these are slow to accumulate at this season. One packer sold 1,200 Ft. Worth June-July light native cows early at 12c, steady; various rumors of trading on this basis later were denied but one packer's holdings now reported very light; June-July are offered at 12c, with a half-cent more asked in some directions for straight Julys, but various re-sale lots of May take-offs are available at a cent less. About 18,000 branded cows, mostly Julys, sold at 11c, steady.

Native bulls last sold at 7c for Junes, with offerings held at 8c. Branded bulls quoted 6@6½c, nom.

South American market rather quiet this week. Last trading in Argentine steers was at \$33.75 gold, as against \$34.25 paid last week, but figuring equal to 11½c, c.i.f. New York, in both instances. Uruguay steers sold at \$34.37½ gold, also equal to 11½c, c.i.f. New York.

SMALL PACKER HIDES—A local small packer moved July production of four outside plants, about 8,000 hides, early this week at 12c for all-weight native steers and cows and 11c for branded, cleaning up the local market to end of July.

COUNTRY HIDES—Country hide market about unchanged. All-weights, around 48 lb. av., quoted 8@8½c, selected, delivered. Heavy steers and cows last sold at 7½c. Some buyers insist they are filling their requirements of buff weights at 8c, although some asking 8½c or more. Some choice 25/45 lb. extremes were reported early at 10½c but most tanners insist 10c is their limit. Bulls last sold at 5c, flat. All-weight branded range from 5½c paid for heavy hides of doubtful take-off, up to 7c asked for good light current stock, less Chicago freight.

CALFSKINS—Trading awaited here to definitely establish market. Last sale of June ordinary run was at 16c, with selected points sold later at 19c. Quoted nominally around 17c for ordinary run, with up to 18c asked.

Car 8/10 lb. Chicago city calfskins sold late last week at 12½c, and car 10/15 lb. at 15½c; more available. Straight 8/15 lb. outside cities very dull and quoted in a purely nominal way around 12½@13c; mixed city and country lots 11@11½c, nom.; straight countries 10@10½c, nom. Chicago city light calf and deacons about \$1.00, nom.

KIPSKINS—Trading awaited here also to establish market, which is quoted nominally 13½@14c; last sale was at 15c for selected points, and 15c generally asked.

Car Chicago city kipskins sold late last week at 12½c. Outside cities around 12c, nom.; mixed cities and countries 10½@11c, nom.; straight countries 10@10½c, nom.

Packer regular slunks last sold at 8c; hairless 25@30c, nom.

HORSEHIDES—Horsehides remain slow, with choice city renderers offered at \$3.25@3.50, mixed city and country northern lots at \$2.50@3.00, and straight countries \$2.00@2.25.

SHEEPSKINS—Dry pelts sold this week at 9½c, and a car at 10c for full wools. Offerings of big packer shearlings light and well taken; market generally quoted 50@55c for No. 1's, 25@32c for No. 2's; some better grade shearlings moving for special purposes at better prices and one packer reports two mixed cars, No. 1's at 60c and No. 2's at 20c. Summer pickled skins quoted \$3.25@3.37½ for straight run, top last paid at Chicago for Junes. Better grade skins at New York, being less ribby, quoted \$4.00@4.25 for June skins. Small packer lamb pelts quoted 45@50c.

PIGSKINS—No demand for No. 1 strips for tanning and quoted 3@5c, nom. Fresh frozen gelatine scraps priced 2c per lb., Chicago, for prompt and 2½c for future shipment.

New York.

PACKER HIDES—As previously reported, two packers sold half their July productions last week at 12c for native steers and butt brands, and 11½c for Colorados; market quiet and steady.

COUNTRY HIDES—Trading continues rather slow. Eastern all-weights held at 7½@8c. Mid-western extremes generally quoted 10@10½c, and buff weights 8@8½c, top prices asked, with most buyers' limits the inside figures.

CALFSKINS—Calfskin market about unchanged. The 5-7's last sold at \$1.10 @1.12½ for cities, and 7-9 cities at

\$1.52½; three cars 9-12 cities sold at \$2.25, and a car at \$2.27½. Veal kips, 12/17 lb. quoted \$2.40@2.50, nom.; 17 lb. up \$3.25@3.40, nom.

New York Hide Exchange Futures.

Saturday, July 18, 1931—Close: July 10.85n; Aug. 11.25n; Sept. 11.60b; Oct. 12.10n; Nov. 12.50n; Dec. 12.95 sale; Jan. 13.25n; Feb. 13.60n; Mar. 13.85 sale; Apr. 14.15n; May 14.40n; June 14.70n. Sales 7 lots.

Monday, July 20, 1931—Close: Aug. 11.20n; Sept. 11.55@11.75; Oct. 12.05n; Nov. 12.45n; Dec. 12.85 sale; Jan. 13.20n; Feb. 13.50n; Mar. 13.75@13.80; Apr. 14.00n; May 14.25n; June 14.50@14.70. Sales 9 lots.

Tuesday, July 21, 1931—Close: Aug. 11.00n; Sept. 11.40 sale; Oct. 11.89n; Nov. 12.30n; Dec. 12.70 sale; Jan. 13.00n; Feb. 13.30n; Mar. 13.55@13.65; Apr. 13.80n; May 14.10n; June 14.35@14.45. Sales 40 lots.

Wednesday, July 22, 1931—Close: Aug. 10.90n; Sept. 11.25@11.40; Oct. 11.70n; Nov. 12.15n; Dec. 12.65 sale; Jan. 12.95n; Feb. 13.25n; Mar. 13.55 sale; Apr. 13.80n; May 14.05n; June 14.25@14.45. Sales 20 lots.

Thursday, July 23, 1931—Close: Aug. 10.65n; Sept. 11.00n; Oct. 11.45n; Nov. 11.90n; Dec. 12.37@12.40; Jan. 12.70n; Feb. 13.00n; Mar. 13.30 sale; Apr. 13.55n; May 13.80n; June 14.05@14.15. Sales 45 lots.

Friday, July 24, 1931—Close: Aug. 10.80n; Sept. 11.16@11.20; Oct. 11.60n; Nov. 12.05n; Dec. 12.50@12.60; Jan. 12.85n; Feb. 13.15n; Mar. 13.45 sale; Apr. 13.70n; May 13.95n; June 14.25@14.40. Sales 100 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 24, 1931, with comparisons, are reported as follows:

	PACKER HIDES.	
Week ended	Prev. week.	Cor. week.
July 24.		1930.
Spr. nat. str. 13	@13½n 13	@13½n 14½@15n
Hvy. nat. str. 12	@12½ 12	@12½b @13½
Hvy. Tex. str. @12	@12	@13½
Hvy. butt brnd'd str.	@12	@13½
Hvy. Col. str. @11½	@11½	@13½
Ex-light Tex. str. @11	@11	@10½
Brad. d. cows. @11	@11	@10½
Hvy. nat. cows. @11½	@11½	@11½
Lt. brnd. cows. @12½ax 12	@12½	@11½
Nat. bulls. 7	7	7
Brad'n. bulls. 6	6	6
Calfskins. 17	17	18n
Kips. nat. 13½@15	13½@15	@17½
Kips. ov-wt. 12½@13½n 12½@13½n	12½@13½n	@15½
Kips. brnd'd. 10	10	10½n
Slunks. reg. @80	@80	@1.25
Slunks. hris. 25	25	@30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

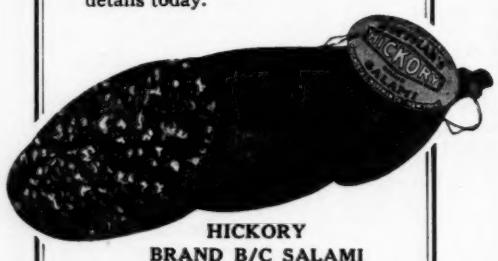
CITY AND SMALL PACKERS.		
Nat. alt-wts.	@12	11 @11½n
Branded	@11	10½@11n
Nat. bulls. @7n	@7n	@7n
Brad'd. bulls. @6n	@6n	@6n
Calfskins. 13½@14n 14	@15n	@16½
Kips. @12½	@12½n	@15½
Slunks. reg. @75	@75	@1.10
Slunks. hris. @25	@25	@20

COUNTRY HIDES.		
Hvy. steers.	7½	7½@8n
Hvy. cows.	7½	7½@8n
Buff. 8	8	8@8½
Extremes. 10	10½	10 @10½
Bulls. 5	5	5
Calfskins. 10	10½	10½@11
Kips. 10	10½	10½@11
Slunks. 25	25	25
Horsehides. 2.00@3.50	2.00@3.75	3.00@4.00

SHEEPSKINS.		
Pkr. lambs.
Sm. pkr. lambs.	45	45 @50
Pkr. shearlings. 50	50	50 @55
Dry pelts. 9½@10	9	@10

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NEW YORK CITY

Chicago Section

Walter B. Hulme, well-known Chicago provision broker, with his family, spent last week end at Round Lake, Wis.

E. S. Papy, of the White Provision Co., Atlanta, Ga., was a visitor in Chicago this week, meeting many old friends.

R. H. Gifford of Swift & Company returned this week from a vacation spent with Mrs. Gifford and the family in Western New York.

Howard R. Medici, manager of sales of the Visking Corporation, with Mrs. Medici, has been enjoying a two weeks vacation at Charlevoix, Mich.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 17,438 cattle, 4,821 calves, 27,984 hogs, and 32,026 sheep.

H. R. Davison, vice president of the Institute of American Meat Packers, and director of the departments of live-stock and waste elimination, was in St. Louis this week visiting the plants of various members.

Provision shipments from Chicago for the week ended July 18, 1931, with comparisons, were as follows:

	Cor. wk.	1930.
Last wk.	15,029,000	15,657,000
Fresh meats, lbs.	43,235,000	44,488,000
Lard, lbs.	2,546,000	3,292,000
	5,990,000	

Recognition and approval has been given the Chicago Board of Trade under the provisions of Indiana's new securities law, according to official notification received by the board this week. The board is the first securities exchange to be granted exemption under the newly-enacted Indiana law.

Victor Conquest has been made head of the chemical research department of Armour and Company. He started with the firm as a chemist in 1915. He was transferred to the chemical research department on July 1, 1929, and was made assistant manager of the department in November of that year.

Max Kohn, a partner in the United Packing Co. and a director in the Dakota Packing Co., South St. Paul, Minn., sailed at the end of last week for a visit to his parents in Lithuania. Mr. Kohn has not visited his native land for 21 years. He is accompanied by Mrs. Kohn, and they will travel extensively on the Continent before returning to the United States.

A. G. Versen has been placed in charge of the canned food sales of Armour and Company. Mr. Versen started with Armour in 1917 as a clerk in the East St. Louis plant, and has advanced through various positions of responsibility, including branch house manager, assistant superintendent of branch houses in the Illinois territory and fresh sausage sales supervision, which latter position he now leaves to assume his new duties.

HEADS MILLER & HART SALES.

Announcement is made by president D. Roy Howland of Miller & Hart of the appointment of J. H. Edmondson as general sales manager, succeeding D. V. Colbert, who retires after more than 34 years of active service. Mr. Edmondson served both abroad and at home with Wilson & Co., and later with Allied Packers at Chicago and as manager at Topeka. He leaves the Wilson Provision Co., Peoria, where he has been general manager, to take charge of Miller & Hart sales.

MEAT MEN WHO PASS ON.

Leopold Steiner, wholesale provision merchant for 25 years at Elizabeth, N. J., died at his home last week following a brief illness.

Ed. K. Kelly, for the past 10 years a division superintendent at Chicago for Wilson & Co., died at his home on July 21 at the age of 50 years. He was an old member of the staff of Morris & Company, and later a government meat inspector, in which capacity he made quite a reputation. Under the regime of general superintendent

S. C. Frazee he was made a division superintendent at the Wilson plant at Chicago, where he was known not only for his executive ability but also for his success as an official "greeter" in showing distinguished visitors about the plant.

Gottlob Dinkelaker, retired meat packer of Cincinnati, O., died at his home on July 18 at the age of 76 after an illness of three months. Mr. Dinkelaker, with his brother, owned the D. & J. Dinkelaker Packing House for more than a half century.

E. H. Stanton, Spokane, Wash., pioneer in the meat packing business of the Northwest, died at his home on July 14 at the age of 72. He was the founder of E. H. Stanton & Co., later sold to Armour and Company.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 23, 1931, show exports from that country were as follows: To England, 92,309 quarters; to the Continent, 4,317 quarters.

Exports of the previous week were as follows: To England, 74,543 quarters; to the Continent, 44,611 quarters.



EARLY DAYS AT PLANT OF CINCINNATI BUTCHERS SUPPLY CO.

This photograph of the late Charles G. Schmidt, founder of the Cincinnati Butchers Supply Co., Cincinnati, O., his son Oscar, now an executive of the company, and a group of workers, was taken in 1890, four years after the company was organized. George Frank and Al Johnson (second and third from left in top row) and Jack Eich (first from left in bottom row) are still in the employ of the company.

Since this picture was taken the "Boss" and his sons and supporters built the business into one of the largest meat equipment houses in the country, having developed much equipment to lower processing costs and better the quality of product.

The Cincinnati Butchers Supply Co. was organized in 1886. The first boy hired was John J. Dupp, sr., now vice-president. The firm was incorporated in 1890.

Mr. Schmidt celebrated his 50 years of service in the meat industry in 1925. In the March 21, 1925, issue of THE NATIONAL PROVISIONER was published his reminiscences, in which was given much interesting information on machines and types of equipment now considered necessary in practically all meat plants.

The silent cutter was placed on the market in 1890; the Boss mixer in 1895; junior hog hoist, 1903; hog scraper, 1904; belly roller, 1910; Boss jerkless hog hoist, 1911; grate and U dehairers, 1913; Boss dry rendering system, 1923.

The Chicago branch of the company was opened in 1921 with John J. Dupp, jr., now vice-president of the company, in charge. Mr. Schmidt died on November 11, 1930. Another son, Herman Schmidt, for many years head of the wood-working department, is now president of the company.

July 25, 1931.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual cariot trading, Thursday,
July 23, 1931.

REGULAR HAMS.

	Green. Standard.	Sweet Standard.	Pickled. Fancy.
8-10	14%	15%	16%
10-12	14	15	16
12-14	13%	14%	15%
14-16	13%	14	15
16-18 range	13%	14	15

BOILING HAMS.

	Green. Standard.	Sweet Standard.	Pickled. Fancy.
16-18	13%	14%	14%
18-20	13%	14	14%
20-22	13%	13%	14
16-22 range	13%	14	14

SKINNED HAMS.

	Green. Standard.	Sweet Standard.	Pickled. Fancy.
10-12	15%	15%	16%
12-14	15	15%	16%
14-16	14%	14%	15%
16-18	14	13%	14%
18-20	12	12%	13%
20-22	10%	11%	12%
22-24	10%	11%	12%
24-26	10	11%	12
25-30	9%	11%	12
30-35	9%	11	12

PICNICS.

	Green. Standard.	Sweet Standard.	Pickled. Sh. Sh. Sh.
4-6	11	10%	11%
6-8	10%	10%	11
8-10	7%	8%	9%
10-12	7%	8%	9%
12-14	7%	8%	9%

BELLIES.

	Green.	Cured.	Dry
Sq. Sdls.	S.P.	Cured.	
6-8	14%	15	15%
8-10	13%	14%	14%
10-12	12%	12%	13%
12-14	11%	11%	12
14-16	11	11	11%
16-18	10%	10%	11

D. S. BELLIES.

	Clear. Standard.	Rib. Fancy.	
14-16	8%	9%	
16-18	7%	9%	
18-20	7%	9%	
20-25	7%	9%	
25-30	7%	9	
30-35	7%	9	
35-40	7%	9	
40-50	7	9	

D. S. FAT BACKS.

	Standard.	Export	Trim.
8-10	6%	6%	
10-12	6%	6%	
12-14	6%	6%	
14-16	6%	6%	
16-18	6%	6%	
18-20	7	7	
20-25	7%	7%	

OTHER D. S. MEATS.

Extra short clears.....	35-45	7 ¹ / ₂ n
Extra short ribs.....	35-45	7 ¹ / ₂ n
Regular plates.....	6-8	7
Clear plates.....	4-6	6
Jowl butts.....	6	6
Green square jowls.....	6	6 ¹ / ₂
Green rough jowls.....	6	6

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THE NATIONAL PROVISIONER

CHICAGO RETAIL MEATS

Beef.

July 22, '31.		Cor. wk.	1930.	
No. No.	No. No.	1.	2.	3.
Rib roast, hvy. end.	28	27	16	
Rib roast, lt. end.	30	28	18	
Chuck roast	16	12	25	16
Steaks, round	32	30	40	35
Steaks, sirloin, cut	30	20	40	30
Steaks, porterhouse	38	30	50	42
Steaks, flank	23	24	25	24
Boneless	22	21	12	32
Corned briskets,	9	6	20	18
Corned plates	15	14	10	24
Corned rumps, bals.	22	22	25	22

Lamb.

Good.	Com.	Good.	Com.
Hindquarters	26	12	30
Legs	28	12	33
Stew	15	10	15
Chops, shoulder	25	20	20
Chops, rib and loin	40	25	30

Mutton.

Lamb	Good.	Com.
Legs	18	24
Stew	8	14
Shoulders	12	16
Chops, rib and loin	22	35

Pork.

Loins, 8@10 av.	24	22	24
Loins, 10@12 av.	22	25	24
Loins, 12@14 av.	16	18	20
Chops	28	30	30
Shoulders	14	16	18
Butts	18	20	22
Spareribs	10	12	16
Hocks	12	14	12
Leaf lard, raw	9	11	11

Veal.

Hindquarters	22	24	28
Forequarters	12	14	16
Legs	22	25	28
Breasts	15	16	16
Shoulders	14	16	20
Cutlets	18	20	22
Rib and loin chops	24	33	34

CURING MATERIALS.

Bbls. Sacks.

Nitrite of soda, l. c. l. Chicago	10%
Salt peter, 25 bbl. lots, f.o.b. N. Y.	
D. r. refined granulated	6%
Small crystals	7%
Medium crystals	7%
Large crystals	8%
Dbl. refd. gran. nitrate of soda	3%
Less than 25 bbl. lots 1/4 more	
Boric acid, carloads, pbd., bbls.	8%
Crystals to powdered, in bbls., In	
5 ton lots or more	9%
In bbls. in less than 5-ton lots	8%
Borax, carloads, powdered, in bbls.	5%
In ton lots, gran. or pow., bbls.	5%

Salt.

Granulated, carlots, per ton, f.o.b. Chicago	
bulk	
Medium, carlots, per ton, f.o.b. Chicago	9.10
bulk	8.00
Rock, carlots, per ton, f.o.b. Chicago	8.00

Sugar.

Raw sugar, 96 basis, f.o.b. New Orleans	
Second sugar, 90 basis	3.45
Syrup testing, 63 to 65 combined sucrose and invert, New York	3.34
Standard gran. f.o.b. refiners (2%)	4.75
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	4.25
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	4.15

SPICES.

(These prices are basis f.o.b. Chicago.)

Whole. Ground.

Allspice	8	12
Cinnamon	22	27
Cloves	23	1
Coriander	5	
Garlic		12%
Mac	48	52
Nutm		19
Pepper, black	13	18
Pepper, Cayenne		24
Pepper, red	20	20
Pepper, white	20	24

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.40	11.42%
Oak pork barrels, black iron hoops	1.47	11.50%
Ash pork barrels, galv. iron hoops	1.60	11.62%
White oak ham tierces	2.45	12.47%
Red oak lard tierces	1.87	11.90
White oak lard tierces	2.12	12.15

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	
	July 22, 1931.	
Prime native steers—		
400-600	15	@16
600-800	13	@14½
800-1000	12	@12½
Good native steers—		
400-600	13½	@14½
600-800	12½	@13½
800-1000	11½	@12½
Medium steers—		
400-600	13	@13½
600-800	12	@12½
800-1000	11½	@12½
Heifers, good—	400-600	12
Cows, 400-600	8	@10
Hide quarters, choice		@22½
Fore quarters, choice		@9½

Beef Cuts

	Week ended	Cor.
	July 22, 1931.	week, 1930.
Steer loins, prime		@31
Steer loins, No. 1		@29
Steer loins, No. 2		@25
Steer short loins, prime		@43
Steer short loins, No. 1		@41
Steer short loins, No. 2		@33
Steer loin ends (hips)		@19
Steer loin ends, No. 2		@19
Cow loins		@16
Cow short loins		@16
Cow loin ends (hips)		@14
Steer ribs, prime		@20
Steer ribs, No. 1		@17
Steer ribs, No. 2		@16
Cow ribs		@11
Cow ribs, No. 2		@10
Steer rounds, prime		@20½
Steer rounds, No. 1		@17½
Steer rounds, No. 2		@18½
Steer chuck, prime		@10½
Steer chuck, No. 1		@8½
Steer chuck, No. 2		@8½
Cow rounds		@14½
Cow chuck		@6½
Steer plates		@6½
Medium plates		@3½
Steer navel, No. 1		@12
Steer navel ends		@3½
Cow navel ends		@3½
Fore shanks		@5
Hind shanks		@3½
Strip loins, No. 1, bals.		@45
Strip loins, No. 2		@35
Strip loins, No. 3		@25
Strip loins, No. 4		@14
Hanging tenderloin		@13½
Insides, green, 6@8 lbs.		@13½
Outsides, green, 5@6 lbs.		@9½
Knuckles, green, 5@6 lbs.		@12½

Beef Products.

Brains (per lb.)	@ 6	@10
Hearts	@ 6	@9
Tongues	@25	@33
Sweetbreads	@15	@28
Ox-tail, per lb.	@ 6	@10
Fresh tripe, plain	@ 6	@ 8
Fresh tripe, H. C.	@ 8	@10
Livers	@15	@18
Kidneys, per lb.	@10	@15

Veal.

Choice carcass	15	@16
Good carcass	12	@14
Good saddles	20	@21
Good racks	10	@11
Medium racks	7	@11

Veal Products.

Brains, each	@ 6	@ 9
Sweetbreads	@45	@60
Calf livers	@45	@55

Lamb.

Choice lambs	@22	@23
Medium lambs	@18	@22
Choice saddles	@22	@28
Medium saddles	@22	@26
Choice fore	@17	@18
Medium fore	@15	@16
Lamb fries, per lb.	@30	@33
Lamb tongues, per lb.	@16	@16
Lamb kidneys, per lb.	@25	@30

Mutton.

Heavy sheep	@ 5	@ 7
Light sheep	@10	@11
Heavy saddles	@ 7	@ 8
Light saddles	@12	@14
Heavy fores	@ 4	@ 6
Light fores	@ 8	@ 8
Mutton legs	@13	@15
Mutton loins	@10	@13
Mutton stew	@ 6	@ 7
Sheep tongues, per lb.	@10	@16
Sheep heads, each	@ 9	@10

FRESH PORK, ETC.

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@20	@23
Picnic shoulders	@11½	@16
Skinned shoulders	@11	@16
Tenderloins	@38	@50
Spare ribs	@ 7	@11
Back fat	@ 9	@13
Boston butts	@15	@19½
Boneless butts, cellar trim,		
@24	@18	@25
Hocks	@ 7	@11
Tails	@ 7	@13
Neck bones	@ 4	@ 5
Slip bones	@10	@14
Blade bones	@ 9	@ 6
Pigs' feet	@ 4	@ 6
Kidneys, per lb.	@ 7	@ 6
Livers	@ 5½	@ 6
Brains	@10	@10
Ears	@ 5	@ 7
Snouts	@ 7	@ 7
Heads	@ 8	@ 9

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@21½
Country style sausage, fresh in link	@15
Country style pork sausage, smoked	@13
Frankfurts in sheep casings	@19½
Frankfurts in hog casings	@18½
Bologna in beef bungs, choice	@15
Bologna in cloth, paraffined, choice	@14½
Bologna in beef middles, choice	@14½
Liver sausage in hog bungs	@20½
Smoked liver sausage in hog bungs	@12½
Liver sausage in beef rounds	@12½
Head cheese	@ 22
New England luncheon specialty	@ 22
Minced luncheon specialty, choice	@ 17
Tongue sausage	@ 24
Blood sausage	@ 16
Souse	@ 15
Polish sausage	@ 18

DRY SAUSAGE.

Cervelat, choice, in hog bungs	
Thuringer Cervelat	
Farmer	@44
Holsteiner	@19
R. C. Salami, choice	@28
Milano Salami, choice, in hog bungs	@26
B. C. Salami, new condition	@37
Frisées, choice, in hog middles	@19
Genoa style Salami	@45
Pepperoni	@33
Mortadella, new condition	@39
Capicolla	@44
Italian style hams	@35
Virginia hams	@44

SAUSAGE MATERIALS.

Regular pork trimmings	5	@ 5½
Special lean pork trimmings	9½	@10
Extra lean pork trimmings	11½	@12
Neck bone trimmings	6	@ 6½
Pork cheek meat	2	@ 2
Pork hearts	4	@ 4
Native boneless bull meat (heavy)	9½	@ 9½
Boneless chuck	7½	@ 7½
Beef trimmings	5½	@ 5½
Beef hearts	3½	@ 3½
Beef cheeks (trimmed)	4½	@ 4½
Dressed canners, 350 lbs. and up	5½	@ 5½
Dressed cutter cows, 400 lbs. and up	6½	@ 6½
Dr. bologna bulls, 600 lbs. and up	7½	@ 7½
Boneless chuck	2½	@ 2½
Pork tongues, canner trim S. P.	9	@ 9

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 180 pack.	23
Domestic rounds, 140 pack.	35
Export rounds, wide.	51
Export rounds, medium.	51
Export rounds, narrow.	52
No. 1 weasands.	11
No. 2 weasands.	10
No. 1 bungs.	12
No. 2 bungs.	12
Middles, regular	1.00
Middles, selected wide.	1.90
Dried bladders:	
12-15 in. wide, flat.	1.70
10-12 in. wide, flat.	1.20
8-10 in. wide, flat.	.70
6-8 in. wide, flat.	.55
Hog casings:	
Narrow, per 100 yds.	.275
Narrow, special, per 100 yds.	.210
Medium, regular, per 100 yds.	.160
Wide, per 100 yds.	.70
Extra wide, per 100 yds.	.75
Export bungs	
Large prime bungs.	
Medium prime bungs.	.12
Small prime bungs.	.61@27
Middles, per set.	.20
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.	\$.50
Large tins, 6@16 lbs. crate.	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.	7.75
Large tins, 6@16 lbs. crate.	7.75
Smoked link sausage in hog casings—	
Small tins, 2 to crate.	5.75
Large tins, 6@16 lbs. crate.	6.75

DRY SALT MEATS.

Extra short clears	@ 7
Extra short ribs	@ 7
Show case meat, 60-lb. av.	@11
Clear bellies, 14@20 lbs.	@20
Clear bellies, 14@16 lbs.	@27½
Rib bellies, 20@23 lbs.	@23
Rib bellies, 25@30 lbs.	@30
Fat backs, 10@12 lbs.	@12
Fat backs, 14@16 lbs.	@16
Regular plates	@ 6½
Butts	@ 5½

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@20
Standard reg. hams, 14@16 lbs.	@21
Picnics, 4@7 lbs.	@20
Fancy bacon, 6@8 lbs.	@27½
Standard bacon, 6@8 lbs.	@22
New 1-lb. cartons, smoked—	
Insides, 8@2 lbs.	@40
Outsides, 5@9 lbs.	@38
Knuckles, 5@9 lbs.	@38
Cooked hams, choice, skin on, fattened	@29½
Cooked hams, choice, skinless, fattened	@32
Cooked picnics, skin on, fattened	@22
Cooked picnics, skinless, fattened	@23
Cooked loin roll, smoked.	@38

BARRELED PORK AND BEEF.

Mess pork, regular	15.50
Family back pork, 24 to 34 pieces	23.50
Family back pork, 35 to 45 pieces	24.00
Clear back pork, 40 to 50 pieces	24.00
Clear plate pork, 25 to 35 pieces	24.00
Brisket pork	18.00
Beam pork	21.50
Plate beef	21.50
Extra plate beef, 200 lb. bbls.	21.50

VINEGAR PICKLED PRODUCTS.

Regular triple, 200-lb. bbl.	\$12.00
Honeycomb triple, 200-lb. bbl.	15.00
Pocket honeycomb triple, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	25.00
Lamb tongues, long cut, 200-lb. bbl.	20.00
Lamb tongues, short cut, 200-lb. bbl.	27.00

OLEOMARGARINE.

White stable fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@12
Nut, 1-lb. cartons, f.o.b. Chicago	@10
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@11

LARD.

Prime steam	7.70
Prime steam, loose	7.00
Kettle, rendered, tierces	9½@10½
Refined lard, boxes, N. Y.</td	

Retail Section

Selling More Sausage

Retailers Can Make More Money Pushing These Products.

This information, prepared by the Meat Council of Chicago for the Sausage Campaign, will be found of practical value to every retailer.

The first installment, in the July 11 issue of THE NATIONAL PROVISIONER, gave general directions for selling more sausage.

Sausage Display in Retail Store.

Years ago F. W. Woolworth decided that he would try an innovation in merchandising.

He had a queer belief. He thought that if people could just get a good look at a piece of goods, take it up in their hands and examine it, they would be more likely to buy it than if it were on a shelf, or behind the counters.

People scoffed at his idea. All of his goods would be stolen, they said. Goods would be damaged through handling. Perhaps his psychology might be right, but the losses which he would suffer from these first two points would more than offset the additional sales he might make.

Mr. Woolworth didn't mind being thought queer, and consequently he is the father of one of the greatest merchandising principles used today.

People Want to See Merchandise.

People like to be able to see what they want to buy. They like to get a good look at it. Although the adage "let the buyer beware" is no longer in style, the housewife is not anxious to buy "a pig in a poke."

We have not yet mentioned the most valuable feature of open display, which may not be so easy to see, but which is most important.

If the person who comes into your store sees an attractive piece of merchandise, attractively displayed, he may find that he wants that article, and perhaps will buy it. When he came into the store the purchase of that particular commodity may have been furthest from his mind. But suggestion did its subtle work, and the sale was made.

It is best to get the merchandise where the customers can see it—where they can take a good, unobscured look at it. Put it where they can pick it up and eat some of it, if that's what they want to do. It's a good way to increase your sales.

Let Them Get At It.

Every retail meat store has a table that can be made to serve as display space in a pinch. Somewhere in the back room, or down in the basement there's a table which can be made to

look attractive with a little crepe paper and practically no skill.

After you have a table set up in the front of your store, decorated with bright colored paper so that it will attract attention, decide on the product which you want to feature.

Let's say that you want to sell more bologna than you have been selling. The weather has been warm and housewives are interested in a food which can be prepared easily.

Make a couple or three bologna sandwiches, place them on plates on the table, and, perhaps, put up a little hand-lettered sign (you can have an attractive sign printed for a trifle at your neighborhood printer) calling attention to the merits of bologna as a hot-weather food, for picnics, and so forth.

Then slice up a bologna, and put a few slices on a plate on the table. Only a small amount of sausage should be put on the plate at a time so that it will look fresh and attractive. If the way to a man's heart is through his stomach, so also there is no quicker way to his pocketbook.

The customer sees the meat that is displayed, he reads what the sign tells him about how good the food is, he eats a piece and finds the flavor delicious, and isn't it logical to suppose that he will buy some bologna?

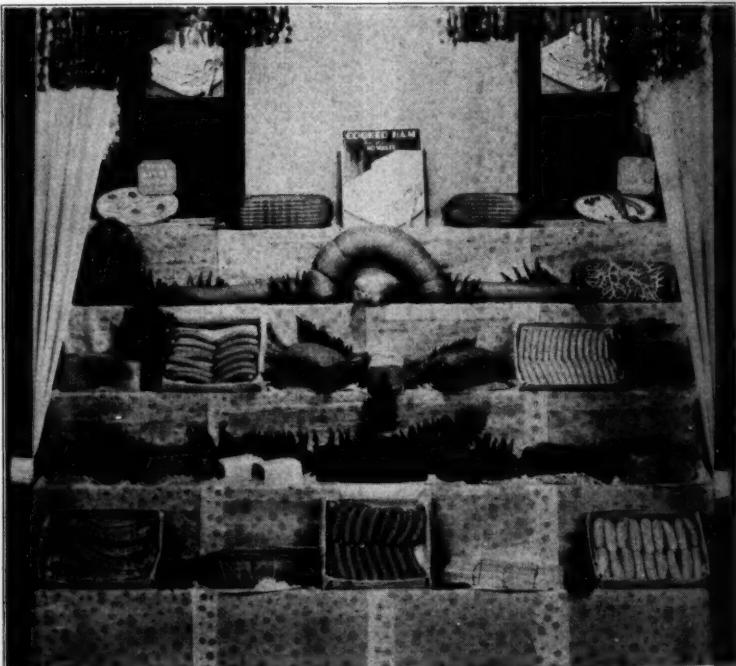
One of the finest points about this method of increasing sales is that it is extremely inexpensive. Your entire costs are the expense of the crepe paper, and the sausage which you serve as a sample. It's not just a theoretical way of increasing sales; retailers all over the country are making more money because they use this and other methods of attracting the attention of consumers to the goods which they handle.

Refrigerated Counter Display.

The most attractive refrigerated counter display which the writer ever has seen was made up entirely of sausages. There was a large variety—bologna, liver sausage, head cheese, minced luncheon specialty, luncheon specialty, and three or four dry sausages.

The products were arranged in beds of green foliage, and most of them were cut to display the interior of the sausages. In the center of the display was a sandwich cut from real bread and made with luncheon specialty. On the plate beside the sandwich was a sliced pickle, and on the other side there were three or four olives. The sausages were all arranged to focus the attention of the customer on the sandwich in the center, and it was well worth looking at.

That counter display attracted atten-



THIS WINDOW DISPLAY OUGHT TO SELL SAUSAGE.

July 25, 1931.

tion and sold sausage. There was nothing tricky about it; it was far simpler than many more pretentious displays which sell less goods. It was neat, it wasn't over-crowded, and it had plenty of appetite appeal.

Perhaps you may not want to devote all of the space in your counter to sausage. If not, be sure to group the sausages together attractively, and not crowd them. If there are too many, the customer won't see any of them.

Put them in a good position, where people will see them, and then make them look nice so that people will want to buy and eat them.

"Selling Sausage Over the Counter" is the subject of the next article.

NEWS OF THE RETAILERS.

Boettger Brothers, Lost Nation, Ia., have purchased the Rutenbeck meat market.

Ed. Brown, Fairmont, Minn., will take over the meat department of the City Grocery.

Otto Pfeiffer, Manitowoc, Wis., will open a meat market and food store to be known as "Pfeiffers, Inc., The Complete Food Market."

Frank Heberlein, Boscobel, Wis., has completely remodeled the front of his meat market.

A. Sittle is engaging in the meat and food business at Fifth and Bonneville sts., Las Vegas, Nev.

The Broderick Market has been opened for business at 715 Fillmore st., San Francisco, Cal.

The Irving Market has been moved from 653 to 647 Irving st., San Francisco, Cal.

Carl and Arthur Reuter have engaged in the meat and food business at Elgin, Neb.

The Modern Grocery and Market has been opened at Eustis, Neb., with Chester Hugo in charge.

Murphy's Meat Market has engaged in business at 203 Guerrero st., San Francisco, Cal.

The New Florida Market has opened for business at 2849 Baker st., San Francisco, Cal.

Max Watson has purchased the North Side Market at Beaver City, Neb.

The Homer Cash Market, Homer, Neb., has been completely remodeled.

Public Stores, Inc., has purchased the Munroe Market at Oshkosh, Neb. O. W. Farrow is in charge.

Fred G. Taylor has purchased the meat market of William Wegner at Oakland, Ore.

Peter Jewett is the new owner of the People's Market at Sedro Woolley, Wash.

The meat market of Frank Hoegrel, Chewelah, Wash., was damaged by fire to the extent of \$2,000.

B. Ameny, Kent, Wash., has sold a half interest in his meat business to M. Ameny.

J. E. Stewart & Son have taken over the Falls Market, 606 Main st., Klamath Falls, Ore.

Wes Mares has purchased the Dillon Meat Market at Dillon, Mont.

Modernization To Be Theme of Annual Meeting of National Retail Meat Dealers

Retailers everywhere, whether or not they are members of the organization, are invited to attend the forty-sixth annual convention of the National Retail Meat Dealers, to be held in West Baden, Ind., August 3, 4, 5 and 6, 1931.

The business sessions promise to be of unusual value, many subjects of vital interest to the retailer having been planned for discussion. Those attending will also hear of business conditions in every section of the country, as speakers will address the meetings on national business conditions.

As has been customary for years, the ladies are again invited to attend. A special ladies' entertainment program has been arranged.

The convention will be officially opened at 2:00 P. M. on Monday, August 3, by Secretary John A. Kotal, chairman of the general convention committee. The tentative program for this session follows:

Monday Features.

Address of welcome by Raymond Hall, acting mayor of West Baden.

Response by William B. Margerum, chairman of the board of directors, National Association of Retail Meat Dealers.

Address by C. A. Ewing, chairman of the Advisory Commodity Committee of the Federal Farm Board.

"The Meat Packing Industry," by T. G. Lee, president of Armour and Company.

"Value of a Complete Food Store," by C. E. Wakeley, American Show Case and Manufacturing Co.

"What the National Live Stock and Meat Board is Doing to Help the Industry," by R. C. Pollock, manager of the National Live Stock and Meat Board.

"Fair and Equal Taxation," by U. S. Senator Smith W. Brookhart.

The T-Bone banquet will be at 6:30 P. M. on Monday. Three speakers are scheduled—U. S. Senator James Hamilton Lewis of Illinois, Professor Sleeter Bull of the University of Illinois, and Count Anton Carlson, president of the Stockholm National Abattoir, Stockholm, Sweden. Mr. Carlson will talk on "The Meat Industry of the Scandinavian Countries."

Tuesday Program.

"How to Improve and Modernize Your Store," by S. M. Templeton, vice-president of the International Business Machines Corp., will open the second session on Tuesday morning, August 4. Other addresses planned for this session are:

"Increasing Profits Through Service, Protection and Information," by G. W. Head of the Burrows Adding Machine Co.

"Commercial Refrigeration," by J. M. Fernald, commercial sales manager, Kelvinator Corporation.

"Changing Conditions and Their Effect Upon Operations of Retail Meat Shops," by Roy C. Lindquist, retail accounting expert.

W. C. Davis, business specialist of the U. S. Department of Agriculture, will be the only speaker at the Tuesday afternoon session. His subject will be "Federal Grading and Branding of Meats."

Two blackboard demonstrations on vocational education, one showing the New York style of cutting and led by David Van Gelder of Brooklyn, N. Y., and another demonstration showing the mid-western style of cutting, led by Mr. Bubel of Cleveland, will take place at a special session Monday evening after the T-Bone dinner or at the convention session Tuesday. This will be followed by a business session of the convention.

A feature of this year's convention will be an exposition of foods, meat products, store equipment, fixtures and trade appliances to be staged in the Pompeian Court of the West Baden Springs Hotel. Here will be seen the latest and most practical developments, including a model food store.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended July 18, 1931, with comparisons:

	Week ended July 18.	Prev. week.	Cor. week.
West. drsd. meats:			
Steers, carcasses	8,957	8,046	9,458
Cows, carcasses	627	503	628
Bulls, carcasses	186	206	218
Veals, carcasses	4,983	9,384	6,875
Lambs, carcasses	21,194	27,816	20,296
Mutton, carcasses	913	213	935
Beef cuts, lbs.	287,098	349,508	322,932
Pork, lbs.	1,124,763	1,522,482	1,663,683

Local slaughters:

Cattle	9,138	7,925	8,568
Calves	15,267	12,636	17,530
Hogs	28,608	26,613	36,767
Sheep	86,608	62,022	84,486

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended July 18, 1931:

	Week ended July 18.	Prev. week.	Cor. week.
West. drsd. meats:			
Steers, carcasses	2,518	2,531	3,108
Cows, carcasses	651	806	737
Bulls, carcasses	312	378	503
Veals, carcasses	804	1,639	1,076
Lambs, carcasses	9,511	15,411	10,749
Mutton, carcasses	430	388	323
Pork, lbs.	427,356	604,557	390,077

Local slaughters:

Cattle	1,742	1,651	1,505
Calves	2,622	3,002	4,005
Hogs	13,300	14,089	13,731
Sheep	10,788	6,889	7,244

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended July 18, 1931, with comparisons:

	Week ended July 18.	Prev. week.	Cor. week.
West. drsd. meats:			
Steers, carcasses	3,076	2,600	3,155
Cows, carcasses	1,449	1,555	1,365
Bulls, carcasses	26	32	15
Veals, carcasses	304	1,101	845
Lambs, carcasses	16,903	18,796	18,518
Mutton, carcasses	254	309	771
Pork, lbs.	340,966	554,745	477,729

New York Section

NEW YORK NEWS NOTES.

The New York City Department of Health is now located in the new offices at 139 Center st.

J. W. Burns, president of United Chemical Organic Products Co., Chicago, was a visitor to the city this week.

J. A. Blaum, manager Fort Greens Branch, Wilson & Co., attended the Shriners' convention in Cleveland last week.

Wilfred Cooper, vice-president F. B. Cooper, Inc., is spending a vacation at his father's summer home at Martha's Vineyard.

F. S. Peters, pork department; Stanley Herrick, smoked beef department, and C. H. Wilson, small stock department, Armour and Company, New York, are vacationing.

J. H. Meckley, branch house depart-

ment, Chicago; J. Y. Marshall, produce department, Chicago, and A. E. Bump, construction department, Boston, Swift & Company, were in New York this week.

Wilson & Co. have announced this week the completion of their new branch at 900 Springwood ave., Asbury Park, N. J. It will be opened Monday, July 27, and will be under the management of Paul E. Hamme. Wilson & Co. is especially proud of the spacious beef cooler with its modern equipment. Choice food products of uniform quality will be available to meet the demands of Asbury Park and nearby towns.

Samuel Goldsmith, U. S. Bureau of Agricultural Economics, New York, has a week's leave which he is spending at Atlantic City. Miss Katherine Marshall, U. S. Bureau of Agricultural Economics has returned from a week-end vacation on the Mauretania to Nova Scotia. Miss Francis Goldschlager,

secretary to B. F. McCarthy, U. S. Bureau of Agricultural Economics, will start on a two weeks' vacation Saturday, motoring to Canada.

E. J. Cronkhite and Fred Rieseberg have opened a general provision brokerage business as Cronkhite & Rieseberg, 410 West 14th st., New York City. Mr. Cronkhite was formerly sales manager of A. Fink & Sons in Newark and manager of H. C. Derby Company, New York, and is well known in the meat trade. Mr. Rieseberg has had many years experience with the large retail dealers of canned products in Greater New York. In addition to the general brokerage business they will act as direct representatives of canners of fruits, vegetables, mayonnaise, meat, etc.

AMONG RETAIL MEAT DEALERS.

The South Brooklyn Branch has decided to suspend meetings until after Labor Day.

Due to the extreme heat and the fact that many people are on vacations the Ladies' Auxiliary of Eastern District Branch will not hold any meeting in August. Their first fall meeting will be held early in September.

Announcement is made that the annual dinner and dance of Ye Olde New York Branch will be held at the Hotel Roosevelt on February 21, 1932. Lester Kirschbaum, chairman, with Arthur Kleebatt, Oscar Schaeffer and George Anselm, compose the committee.

Refreshments were served at the meeting of the Bronx Branch on Wednesday of last week. The question of 2c for fat and 80c per cake for ice was brought up. President E. Ritsman will attend the national convention at West Baden as a delegate of the Branch. Delegate Fred Hirsch will not attend the convention.

Mrs. George Anselm, trustee of the Ladies' Auxiliary, gave a coffee and bunco party at her summer home, Broad Channels, last week. The guests included Mrs. F. P. Burck, Mrs. A. DiMatteo, Mrs. Gus Fernquist, Mrs. Charles Hembdt, Mrs. Fred Hirsch and granddaughter, Mrs. William Kramer, Mrs. Walter Lundblad, Miss M. B. Phillips, Mrs. Chris. Roesel, Mrs. Oscar Schaeffer, and daughter, Mrs. Fred Schneider and son, Mrs. A. Werner, Jr., Mrs. W. H. Wild and Mrs. William Ziegler.

Catherine Anselm, second daughter of Mr. and Mrs. George Anselm, celebrated her eighteenth birthday on July 8, shortly after graduating from high school.

TWO SALT CONCERN COMBINE.

The International Salt company has acquired the Independent Salt Company of New York City through the purchase of its capital stock. The Independent Salt Company is the oldest and largest merchandising concern in the metropolitan district, with warehouses located at waterfront points.

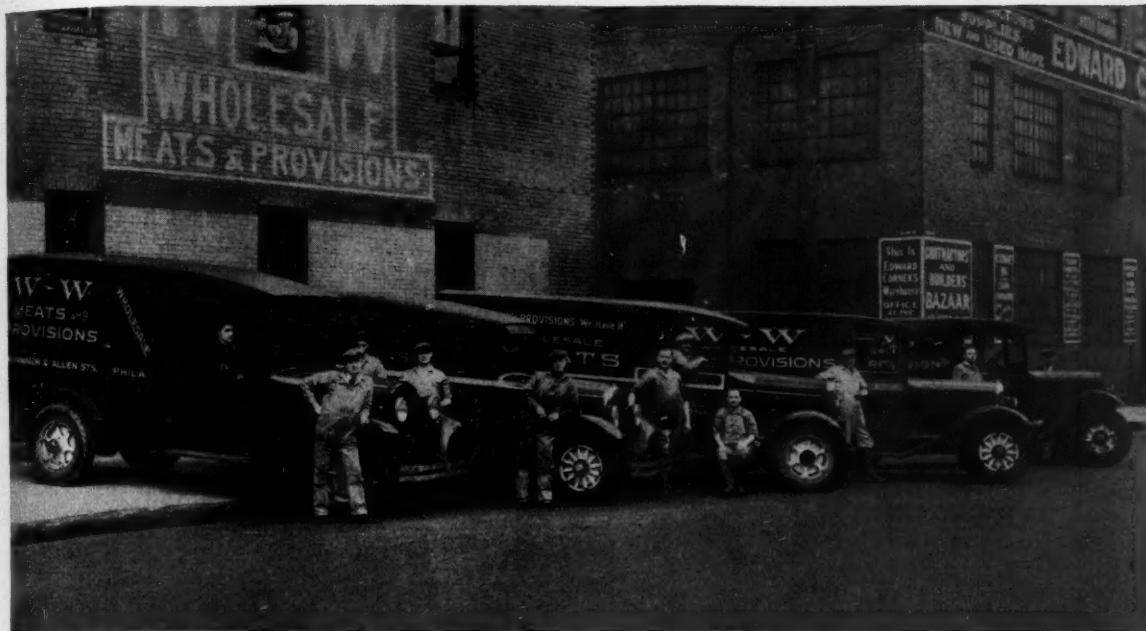
Watch the Wanted page for bargains.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 23, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (800-550 lbs.):				
Choice	\$14.00@15.50		\$14.00@15.50	
Good	13.00@14.00		13.00@14.00	
Medium	12.00@13.50			
STEERS (550-700 lbs.):				
Choice	13.50@15.00		13.50@15.00	14.00@15.00
Good	12.50@13.50		12.50@13.50	13.00@14.00
STEERS (700 lbs. up):				
Choice	12.00@13.00	12.00@12.50	12.50@13.50	13.00@14.00
Good	11.50@12.50	11.00@12.00	12.00@13.00	12.50@13.00
STEERS (500 lbs. up):				
Medium	10.50@11.50	10.00@11.00	10.00@12.00	11.00@12.00
Common	9.50@10.50	9.00@10.00	8.00@10.00	8.50@11.00
COWS:				
Good	9.00@10.00	10.00@10.50	9.50@11.00	10.00@11.00
Medium	8.00@9.00	9.00@10.00	8.00@9.50	9.00@10.00
Common	7.00@8.00	8.50@9.00	6.50@8.00	8.00@9.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	14.00@16.00	15.00@16.00	18.00@21.00	14.00@15.00
Good	13.00@15.00	13.00@15.00	16.00@18.00	13.00@14.00
Medium	12.00@14.00	11.00@13.00	14.00@16.00	11.00@13.00
Common	10.00@12.00	10.00@11.00	12.00@14.00	10.00@11.00
CALF (2) (3):				
Choice		11.00@12.00	13.00@16.00	11.00@12.00
Good		9.00@11.00	11.00@13.00	9.00@10.00
Medium		8.00@9.00	9.00@11.00	8.00@9.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	19.00@21.00	20.00@21.00	20.00@21.00	20.00@21.00
Good	17.00@19.00	19.00@20.00	18.00@20.00	19.00@20.00
Medium	14.00@17.00	16.00@19.00	15.00@18.00	16.00@18.00
Common	12.00@14.00	13.00@16.00	13.00@15.00	12.00@15.00
LAMB (39-45 lbs.):				
Choice	19.00@21.00	20.00@21.00	19.00@21.00	20.00@21.00
Good	17.00@19.00	19.00@20.00	18.00@20.00	19.00@20.00
Medium	14.00@17.00	16.00@19.00	15.00@18.00	16.00@18.00
Common	12.00@14.00	13.00@15.00	13.00@15.00	12.00@15.00
LAMB (46-55 lbs.):				
Choice	18.00@20.00	18.00@20.00	18.00@20.00	
Good	17.00@19.00	18.00@20.00	16.00@19.00	
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@10.00			
Medium	7.00@9.00			
Common	5.00@7.00			
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	19.00@21.00	20.00@21.00	20.00@22.00	17.00@21.00
10-12 lbs. av.	16.00@18.00	19.50@20.50	19.00@21.00	17.00@20.00
12-15 lbs. av.	12.00@14.00	16.00@17.00	15.00@18.00	14.00@15.00
16-22 lbs. av.	9.00@10.00	11.00@13.00	11.00@14.00	11.00@13.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	10.00@11.00		11.00@13.00	12.00@13.00
PICNICS:				
6-8 lbs. av.		12.00@13.00		
BUTTS, Boston Style:				
4-6 lbs. av.	13.50@16.00		13.00@15.00	14.00@15.00
SPARE RIBS:				
Half Sheets	5.00@7.00			
TRIMMINGS:				
Regular	5.00@5.50			
Lean	10.00@11.50			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.



DODGE RESOURCES GUARANTEE EXCEPTIONAL TRUCK VALUE FOR YOU

Part-by-part inspection will prove to you the surpassing merit of Dodge Trucks. Or you can get your proof by actual test. Or you can rely on the recommendations of other business men who own Dodge Trucks and know from actual experience what they will do. > > And whether you use one or all of these yardsticks, you can be certain that exceptional value is guaranteed by Dodge resources. Resources that can be reckoned not alone in dollars. Or in dollars plus modern and efficient plants and equipment. Those are vitally essential, to be sure. But Dodge resources also include a still more important factor—the experience Dodge engineers and workmen have gained in the building of more than four hundred thousand trucks. Experience that assures you the modern design, precision construction and part-to-part balance that will be reflected in greater dependability,

lower cost and able performance throughout the truck's long life. > > See your nearest Dodge Brothers dealer. Inspect and test the type of Dodge Truck (Standard or Heavy-Duty) that exactly fits your needs. You will say it is every inch a modern truck—an exceptional value at its low price.

CAPACITIES IN THE HEAVY-DUTY LINE RANGE FROM 3,600 TO 31,175 POUNDS
—AND UP, FOR TRACTOR AND TRAILER SERVICE. PRICES ARE EXCEPTIONALLY
LOW. — THE STANDARD LINE RANGES IN PAYLOAD CAPA-
CITY FROM 1,200 TO 4,300 POUNDS AND INCLUDES THE \$ 595
1 1/2-TON CHASSIS AT

\$ 595
F. O. B. DETROIT

TO HELP LOWER YOUR HAULING COSTS OPERATING RECORD BOOK FREE

DODGE BROTHERS CORPORATION

C-31

Detroit, Michigan

Send your Operating Record Book. I understand there is no obligation.

NAME _____

ADDRESS _____

CITY _____ STATE _____

Number of Trucks Operated (Book for each will be sent) _____

DEPENDABLE
DODGE TRUCKS

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers	\$ 7.25@ 8.00
Cows, medium	3.50@ 4.25
Bulls, light to medium	3.25@ 4.75

LIVE CALVES.

Vealers, good to choice	\$ 8.50@ 10.00
Vealers, fair to good	6.50@ 8.00

LIVE LAMBS.

Lambs, good to choice	\$ 8.25@ 8.75
Lambs, medium	7.00@ 8.00
Lambs, culs	@ 5.00

LIVE HOGS.

Hogs, 100-220 lbs.	\$ 7.90@ 8.00
Hogs, 225 lbs.	6.50@ 7.25
Hogs, 420 lbs.	@ 6.10

DRESSED HOGS.

Hogs, heavy	@ 10.50
Hogs, 180 lbs.	10.75
Pigs, 80 lbs.	10.75
Pigs, 80-140 lbs.	10.75

DRESSED BEEF.

Choice, native heavy	15 @ 16
Choice, native light	16 @ 17
Native, common to fair	14 @ 15

WESTFRN DRESSED BEEF.

Native steers, 600@800 lbs.	14 @ 15
Native choice yearlings, 440@600 lbs.	15 @ 16
Good to choice heifers	13 @ 14
Good to choice cows	10 @ 11
Common to fair cows	8 @ 9
Fresh bologna bulls	7/4 @ 8 1/4

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @ 24	21 @ 23
No. 2 ribs	19 @ 21	19 @ 20
No. 3 ribs	16 @ 18	17 @ 18
No. 1 loins	26 @ 28	28 @ 30
No. 2 loins	23 @ 24	26 @ 28
No. 3 loins	20 @ 22	22 @ 24
1 hinds and ribs	18 @ 21	18 @ 22
2 hinds and ribs	17 @ 18	17 @ 18
3 hinds and ribs	16 @ 17	16 @ 17
No. 1 rounds	15 @ 16	16 @ 16
No. 2 rounds	14 @ 14	15 @ 15
No. 3 rounds	12 @ 13	14 @ 14
No. 1 chuck	8 @ 11	11 @ 11
No. 2 chuck	8 @ 8	8 @ 10
No. 3 chuck	6 @ 7	8 @ 9
Bologna	7/4 @ 8 1/4	9 @ 9 1/4
Rolls, reg.	6 @ 8 lbs. avg.	22 @ 23
Rolls, reg.	4 @ 6 lbs. avg.	17 @ 18
Tenderloins, 4 @ 6 lbs. avg.	50 @ 60	
Tenderloins, 5 @ 6 lbs. avg.	50 @ 60	
Shoulder clods	10 @ 11	

DRESSED VEAL.

Choice	20 @ 22
Good	18 @ 20
Medium	18 @ 18
Common	15 @ 16

DRESSED SHEEP AND LAMBS.

Lamb, choice	21 @ 23
Lamb, good	20 @ 21
Sheep, good	10 @ 12
Sheep, medium	8 @ 10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs. 21	@ 22
Pork tenderloins, fresh	40 @ 45
Pork tenderloins, frozen	35 @ 40
Shoulders, city, 10 @ 12 lbs. avg.	15 @ 16
Shoulders, Western, 10 @ 12 lbs.	12 @ 13
Butts, boneless, Western	@ 18
Butts, regular, Western	15 @ 16
Hams, Western, fresh, 10 @ 12 lbs. avg.	16 @ 17
Hams, city, fresh, 6 @ 10 lbs. avg.	24 @ 26
Picnic hams, Western, fresh, 6 @ 8 lbs. average	11 @ 12
Pork trimmings, extra lean	16 @ 17
Pork trimmings, regular 50% lean	8 @ 9
Spareribs, fresh	9 @ 10

SMOKED MEATS.

Hams, 8 @ 10 lbs. avg.	22 @ 24
Hams, 10 @ 12 lbs. avg.	21 @ 22
Hams, 12 @ 14 lbs. avg.	19 @ 21
Picnics, 4 @ 6 lbs. avg.	16 @ 17
Picnics, 6 @ 8 lbs. avg.	15 @ 16
Roulottes, 8 @ 10 lbs. avg.	16 @ 17
Beef tongue, light	20 @ 22
Beef tongue, heavy	24 @ 26
Bacon, boneless, Western	24 @ 28
Bacon, boneless, city	20 @ 21
Pickled bellies, 8 @ 10 lbs. avg.	17 @ 18

THE NATIONAL PROVISIONER

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton	
Ammonium sulphate, double bags, per 100 lbs. f.o.s. New York	24.00
Blood dried, 15-16%, per unit.	24.00
Fish scrap, dried, 11% ammonia	10%
Fish guano, foreign, 13@14% ammonia	3.00 & 14
Fish serum, activated, 16% ammonia	3.25 & 16
3% Am. P. A. Del'd Salt & Norfolk	2.50 & 16
Soda Nitrate in bags, 100 lbs. spot	24.00
Tankage, ground, 10% ammonia	1.75 & 16
15% B. P. L. bulk	1.75 & 16
Tankage, unground, 9@10% ammo	1.60 & 16

Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	
Bone meal, 100 lbs. bags, 45 and 50 bags, per ton, c.i.f.	24.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	24.00
Potash	
Manure salt, 20% bulk, per ton	24.00
Kainit, 14% bulk, per ton	24.00
Muriate in bags, basis 80%, per ton	24.00
Sulphate in bags, basis 90%, per ton	24.00

Bones.

Cracklings, 50% unground	
Cracklings, 60% unground	24.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	24.00
Big striped hoofs, per ton	45.00
White hoofs, per ton	24.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	24.00
Horns, according to grade	75.00

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products at New York for week ended July 18, 1931, were as follows:

Point of origin.	Commodity.	Amount.
Canada—Bacon		1,980 lbs.
Czecho-Slovakia—Ham		2,600 lbs.
Czecho-Slovakia—Sausage		200 lbs.
England—Beef extract		1,440 lbs.
Germany—Ham		7,265 lbs.
Germany—Sausage		2,060 lbs.
Holland—Ham		3,875 lbs.
Holland—Sausage		15,000 lbs.
Ireland—Bacon		2,000 lbs.
Ireland—Ham		375 lbs.
Italy—Ham		110 lbs.
Italy—Sausage		340 lbs.
Norway—Meat cakes		2,800 lbs.

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones F A T Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc. Calfskins

Specialists in skins of quality in consignment. Results talk! Information gladly furnished.

Office and Warehouse

407 East 31st St.

NEW YORK, N. Y.

Caledonia 0113-0114

1981

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YORK
products
July 18,

Amount
1,966 lbs.
2,500 lbs.
200 lbs.
1,440 lbs.
7,203 lbs.
2,965 lbs.
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15,000 lbs.
2,323 lbs.
572 lbs.
116 lbs.
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